

SPEC MY TRUCK

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Service Truck

THE MAGAZINE FOR MOBILE REPAIR AND MAINTENANCE

Volume 7 Issue 2

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CRANE OPERATORS

Certification requirements explained regarding service truck crane operators

Training and certification organization representatives discuss the intricacies of new OSHA rules

MATT JONES

Of the many tools service truck operators might need to master in their trade, cranes are among the most complex and, potentially, most dangerous. Now that the U.S. government's Occupational Safety and Health Administration has made crane operator certifications mandatory — including for service truck cranes of over 2,000 pounds capacity when used in construction — it is even more important to examine whether a crane-utilizing service truck operator should seek out training and accreditation.

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File photo by Keith Norbury

James Singleton, an apprenticeship and training crane instructor with local 18 of the International Union of Operating Engineers, maneuvers a steel weight through a course designed to test the capabilities of service truck crane operators at the 2015 International Construction & Utility Equipment Exposition in Louisville, Ky.

AUTOMATION



Photo courtesy of Branch Civil

Branch Civil's fleet includes 18 fully equipped service trucks and 500 pieces of equipment.

Going paperless proves profitable

Data automation boosts wrench time for service techs

SAUL CHERNOS

When Branch Civil's equipment operations division chose to replace paper-based record keeping with a digitally based data management system, company service technicians had been burdened with mountains of administrative paperwork costing them valuable time in the field.

Four years later, with its new data aggregation system up and running, the Roanoke, Virginia-based construction company's service techs and other equipment operations personnel are using smartphones and other computerized devices to do everything from entering time sheets and other payroll data to tracking the repair needs of a vast fleet and identifying fault and repair codes.

Three members of the equipment operations team at Branch Civil who oversaw its data management transformation are on tap

continued on page 10

SHOW PREVIEW

Service-truck mounted DPF cleaning unit poised for unveiling

FSX Equipment national sales manager will discuss DPF cleaning methods during educational session at ConExpo-Con/Agg in Las Vegas

MATT JONES

Meeting Tier 4 emissions requirements is still a challenge for some equipment operators. In particular, some who have been keeping pre-Tier 4 equipment in usage for as long as possible have to quickly catch up on what's required and how to perform new maintenance tasks, such as cleaning diesel particulate filters.

At ConExpo-Con/Agg 2020 in Las Vegas this March, Jeremy Anderson, national



A mock-up shows the FSX FastBlast diesel particulate filter cleaning unit will look like when installed on a service truck.

SEE PAGES 14-29 FOR CONEXPO-CON/AGG PREVIEW



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NEWS

Heavy-duty YouTube star coming to Las Vegas show

Photo by Rachel Cox

Texas mobile mechanic turned YouTube star, Stephen Cox, is coming to ConExpo-Con/Agg in Las Vegas this March.

The subject of a front-page profile in *Service Truck Magazine's* September-October 2018 edition, Cox will make appearances at the booth of VMAC, a Nanaimo, B.C.-based manufacturer of vehicle mounted air compressors and related truck equipment.

Cox and fellow YouTuber Justin Mairot of The Good of the Land — who frequently collaborates with Cox — will appear at a special product release and networking reception at the VMAC booth, B8707, March 11, 4-6 p.m.

They will also be available at the booth on March 10, 2-4 p.m., and March 12, 10 a.m.-noon.

As of mid February Cox had more than 181,000 subscribers to his YouTube channel and his videos had racked up nearly 43 million views. The Good of the Land had 231,000 subscribers with its videos viewed more 33 million times.

"With over 410,000 combined followers, it's a treat to have such respected and well-liked YouTube personalities as our guests representing VMAC," Melissa Vasey, VMAC digital marketing specialist, said in a news release. "Stephen and Justin are great fits to represent the VMAC brand, having personally worked with our products on their various projects."

VMAC also sponsors videos on Cox's channel, www.youtube.com/user/sphinx4785.



Stephen Cox and his service truck have a YouTube following of 181,000 subscribers.

"I've been a VMAC fan for years, ever since I worked in the oilfield as a mobile heavy equipment fleet mechanic," Cox said in the news release.

ConExpo runs March 10-14 at the Las Vegas Convention. For more information, visit www.conexpoconagg.com.



Senate applauded for trade deal

Passage by the U.S. Senate of a new U.S.-Mexico-Canada trade agreement has received kudos for an organization representing more than 1,000 equipment manufacturers.

"Equipment manufacturers, farmers, and hardworking families across the country are thankful for today's full congressional ratification of the United States-Mexico-Canada Agreement," said a statement from Kip Eideberg, senior vice-president of government and industry relations for the Association of Equipment Manufacturers, following the Senate's passage of USMCA language in mid January.

The deal replaces the North American Free Trade Agreement, or NAFTA, that had been in effect for a quarter century.

"This new agreement updates the current, decades-old trade deal, supporting a modernized global marketplace," Eideberg said. "As members of the USMCA Coalition, we are proud to have joined more than 600 associations and business groups in advocating for a stronger trade deal that

will add up to \$68 billion to our economy, create 176,000 jobs, and preserve duty-free market access to our Canadian and Mexican trading partners. We applaud President Trump, Vice President Pence, Senate Majority Leader McConnell, and House Speaker Pelosi for their efforts to negotiate and ratify the agreement."

Equipment manufacturers "benefited greatly" from NAFTA's duty free markets, said an AEM news release. The industry contributes \$188 million annually to the U.S. and Canadian economies while supporting 1.3 million U.S. jobs and 149,000 Canadian ones.



Kip Eideberg

COOL TOOL

A poof by any other name

A "poof bottle" helps pinpoint tiny leaks in hydraulic systems. Rinse out with parts cleaning fluid a plastic one-quart/liter oil bottle. "Dry" its inside with contact cleaner and a blast of compressed air. Fill it nearly full with talcum powder or fine-ground cooking flour.

To locate a leak with a poof bottle, use compressed air to blow glop and debris from a leaky fitting, valve block or hydraulic component. Flush the area with contact cleaner to remove oily residue and leave the area "dry."

Use the poof bottle to "poof" a film of talc or flour under, behind and all around the suspected leak. Then start the machine and activate/pressurize all hydraulic circuits and systems associated with the leaky area.

Shut off the machine and eyeball the talc/flour-coated area. Even the tiniest, slowest hydraulic leak will show up as a darker discoloration of the dry, white coating.



Fill your "poof bottle" with talc or flower.

— Dan Anderson

MECHANIC'S MUSINGS

Too many tools?

DAN ANDERSON

Hello, my name is Dan, and I'm a tool-aholic.

Thinking back, my dad had a problem, too. He couldn't go to a hardware store and buy just one tool. One tool always led to another. He couldn't stop with just one.

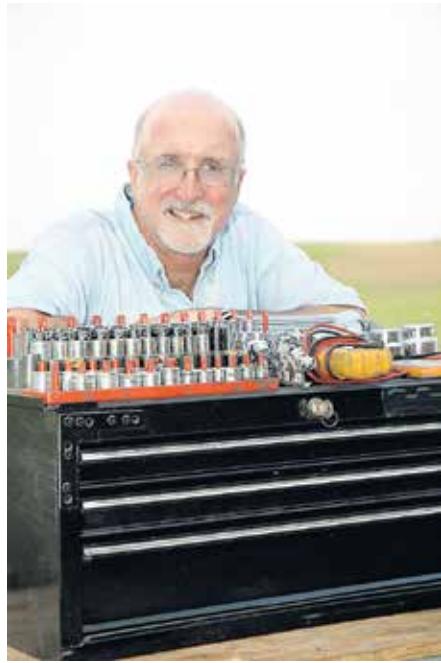
My own addiction started innocently enough, when some co-workers invited me onto a Snap-on truck at work. They encouraged me to buy just one ball-peen hammer. I woke up the next morning owning a new tool chest.

The next decade of my life as a mechanic is a blur. That original tool chest had empty drawers, so I filled them. Overfilled them, in fact, which led to a bigger tool chest, more empty drawers, and, inevitably, more tools. Like my father, I couldn't stop at just one screwdriver, I had to buy a full set.

The Snap-on and Mac tool guys recognized a tool addict when they saw one, and fed my obsession. My Snap-on salesman named his new boat after me. My Mac salesman's youngest kid sent me a "thank you" card after she graduated from college.

Fortunately, I've gotten things under control as I've grown older. I haven't bought a tool box since 9 a.m. on Dec. 14, 2001, and now stay off tool trucks to avoid temptation. To my wife's delight, I cut up my Snap-on and Mac Tools credit cards.

Thank goodness she hasn't found out about my Amazon account yet.



Dan Anderson just can't help himself — he's addicted to his tools.



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NEWS

Dealer of the Year honored

Photo courtesy of the Western Equipment Dealers Association



Kurtis Bourassa is the Western Equipment Dealers Association's 2019 Dealer of the Year.



The Bourassa siblings — from left, Dan Jr., Diane, Kurtis, and Doug — are partners in the family business.

The general manager of a Saskatchewan equipment dealer has been named 2019 Dealer of the Year by the Western Equipment Dealers Association.

Kurtis Bourassa of E. Bourassa & Sons Equipment Ltd. received the award at the association's North American Dealer Conference in late November, said a recent news release.

"Kurtis Bourassa is a humble dealer who is highly regarded among his peers and the industry," association CEO John Schmeiser in the release. "His values are an asset that has been used to make E. Bourassa & Sons a highly successful dealership. Through his charitable spirit within the communities served by the dealership and values of treating all customers with respect and fairness, we are honored to recognize Kurtis with this prestigious award."

Bourassa grew up as part of the fourth generation in the family business and worked as a teenager for his father, Dan. Kurtis and his

siblings bought the company from their parents in 2009. Founded 95 years ago, it now has two NAPA auto parts stores and four New Holland dealerships in southern Saskatchewan including in Radville, where Kurtis was born and raised and "where 'dealership life' is deeply rooted in the Bourassa family," the news release said.

According to the company website, E. Bourassa & Sons provides service at all four locations and has fully equipped service trucks.

Bourassa served as a director of the former Canada West Equipment Dealers Association board from 2012 to 2014 when it merged with the former SouthWestern Association to become the Western Equipment Dealers Association, the news release noted. He remains involved in the new association as a member of the Saskatchewan Dealer Advisory Committee.

Bourassa is "extremely humbled and honored" to receive the award. "This award is shared with my partners and staff at E. Bourassa & Sons because it represents our commitment of working together and sharing a common purpose of serving our customers and giving back to our community."



Equipment distributors seek infrastructure action from U.S. Congress

The Associated Equipment Distributors is calling on the U.S. Congress and the administration of the president to work together to rebuild the country's infrastructure.

"Make no mistake about it, the future of economic growth, quality of life and international competitiveness in the United States hinges on providing long-term investments to rebuild our nation's decrepit infrastructure," AED president Brian P. McGuire said in a news release following President Donald J. Trump's Feb. 4 State of the Union address.

"Further delay is unacceptable and leaders in Washington can no longer shirk their responsibility to act," McGuire added. "The time has come for both parties to stop kicking the can down the road and work together on real infrastructure funding options."



President Donald Trump

NEWS

ConExpo prepared to confront viral threat

ConExpo-Con/Agg is going ahead as planned in Las Vegas this March “despite recent travel restrictions related to Novel Coronavirus,” said a news release from show organizers as this edition was going to press.

"Please know our top priority is focused on the health and safety of all of our show participants, including exhibitors, attendees, vendors, staff, our industry partners and others involved," the release quoted show director Dana Wuesthoff, vice-president of exhibitions for the Association of Equipment Manufacturers.

Show organizers are monitoring news about the new virus — which originated in Wuhan, China, in December — and will follow protocols of the Centers for Disease Control and the World Health Organization, the release said.

ConExpo organizers also encourage attendees “to take common-sense precautions by using hand sanitizer” and following CDC guidelines. The latter include avoiding touching one’s eyes, nose, and mouth with unwashed hands, avoiding close contact with sick people, and covering coughs and sneezes with tissue and then throwing the tissue in the trash.

By Feb. 7, three weeks before ConExpo, the new virus, now called COVID-19, had infected more than 70,000 people and killed nearly 1,800, mostly in China.



ConExpo-Con/Agg is once again expected to attract representation from nearly 150 countries.

Photo by Anthony J. O-Hara/Association of Equipment Manufacturers

ConExpo organizers were also “in contact with the small percentage of China-based exhibitors and attendees that have been impacted by the recently announced travel restrictions.”

While nearly 150 countries are represented at the show, most attendees and exhibitors are from North America. Attendance was on track to be the largest in the show history, organizers said at press time.

For updates on ConExpo — taking place March 10-14 at the Las Vegas Convention Center — visit www.conexpoconagg.com.



Pat Monroe, longtime former public relations manager for the Association of Equipment Manufacturers, has received a major new award from the Construction Media Alliance.

Monroe, who retired in December 2019, won the inaugural Engelbert Baum Industry Person of the Year Award, said a news release from the AEM. A longtime publisher and “titan of construction media,” Baum died in August 2018.

Pat Monroe

Other award winners included the AEM's social media team of Kate Huskin and Jordanne Waldschmidt for Best Social Media, and Sage Oil Vac and agency Lessing-Flynn for Best PR and Media Relations Campaign.

Monroe's AME colleagues nominated her for the honor, which was seconded by longtime construction media editors including Greg Sitek, Marcia Gruver Doyle, and Mike Osenga, the release noted.

"Pat was also willing to help marketers along the way, always had the best interest of the industry at heart and was a vital supporter of the Construction Media Alliance and its predecessor, the Construction Writer's Association," the release quoted Bill Elverman, a volunteer with the Construction Media Alliance and owner and vice-president at PKA Marketing.

Baum Publications publisher Ken Singer called Engelbert Baum "a passionate advocate for the industry," who "would be honored that the Person of the Year Award will carry his name."

The alliance and Baum Publications will each donate \$500, \$1,000 in total, to an industry charity or program of Monroe's choice.

The AEM represents more than 1,000 companies, including dozens of manufacturers of service trucks and their accessories. The association also operates major industry trades shows such as the triennial Con/Expo-Con/Agg in Las Vegas.





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*, *CYCLETtoons*, *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 April 9, 2020. Sooner is always better than later.

EDITORIAL

Getting the most out of a trade show

Atending an industry trade show — especially a massive one like the triennial ConExpo-Con/Agg in Las Vegas — is a great way to make business connections that might otherwise verge on the impossible.

That's true of other, smaller trades shows as well. The Work Truck Show in Indianapolis is a fine example. We wouldn't miss it for the world. We haven't missed one since 2015, shortly after this magazine launched.

You have to admit, though, that visiting Las Vegas resembles a journey to another world. Not that Indianapolis, the home of the National Truck Equipment Association's Work Truck Show for the last decade, is anything to sneeze at. It is the hometown of the Indianapolis 500 and Kurt Vonnegut Jr., after all. And we do plan to make time to visit the new home of the Kurt Vonnegut Museum and Library during this year's visit to Indy, which is happening as this goes to press.

The Work Truck Show — well organized as it is — can be daunting enough with more than 500 exhibitors occupying 500,000 square feet of the Indiana Convention Center. ConExpo, however, sprawls in comparison, covering an area five times as large with five times as many booths. And it draws five to 10 times as many people. Overwhelming is how newcomers typically describe it.

That it's also in Las Vegas just adds to the show's over-the-top allure. For people who like heavy equipment — and the service trucks and accessories needed to maintain them — ConExpo is like Christmas in Heaven.

Aside from gambling, entertainment, and titillation, Sin City is famous for its trade shows. Among the most well-known is the annual CES, formerly known as the Consumer Electronics Show. But the triennial ConExpo, owned and operated by the Association of Equipment Manufacturers, holds its own as a special Las Vegas gathering. To paraphrase what a Vegas cab driver told us one time, "The difference between CES and ConExpo is that a visitor to CES will come to Vegas with a \$20 bill and one T-shirt and won't change either one all week." ConExpo visitors on the other hand ...

We're experienced enough — from not only ConExpo but at other trade shows in recent years — to know what to expect. Sort of. One of the main things is to expect the unexpected.

What we have learned more than anything else is that a trade show provides ample opportunities for the face-to-face contact that remains, even in this electronic age, so crucial to fostering successful business relationships. Sure, the telephone, email, and Skype can put you in touch instantly with customers anywhere in the world. But you cannot shake hands over the Internet (yet) and you certainly can't get together for a drink.

ConExpo — which is co-located with the International Exposition for Power Transmission — certainly has the potential to overwhelm. So it pays to be prepared. Before departing for Las Vegas, one valuable tactic is to search through the exhibitors' list on the ConExpo website and map out a strategy for visiting all the booths one wants to see — in a strategic fashion.

Poring over the listings on the show website will enable you to identify the exhibitions and sessions that you really don't want to miss. Should you leave that exercise until after you arrive at the show, then you run the risk of being overly distracted. Not that a little distraction isn't wonderful in its own right. Setting aside a few moments just to wander around the show and let it wash over you can also produce unexpected and happy results.

Just don't leave too much to chance.

The opportunities to network abound. Oftentimes, though, a softer approach works better than an aggressive one. Avoid spending too much time buttonholing an exhibitor, for example, especially if a prospective client is waiting with a question.

And rather than relentlessly talk shop, just try having a conversation, about sports or entertainment, or share a laugh. That can lead to a meeting outside the show venue, where you can explore future business prospects away from the hustle and bustle of the exhibition floor.

Above all, don't be afraid to ask questions and break the ice. People come to trade shows to learn.

For more information about ConExpo, taking place March 10-14, visit www.conexpoconagg.com.

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NEWS



U.S. farm tractor sales rose during 2019.

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U.S. tractors sales gain traction

Farm tractors sales in the U.S. increased 3.6 percent in 2019, says a recent report from the Association of Equipment Manufacturers.

Those sales reached 244,637 units in the last calendar year, the report noted. Meanwhile, sales of self-propelled tractors dropped slightly, by 0.7 percent to 4,807 units. That was 32 fewer than in 2018.

For December 2019, tractor sales rose 1.1 percent over the previous December. Combines sales dropped 12.3 percent from December 2018 to December 2019. The December highlight was a rise in U.S. four-wheel drive tractor sales of 28 percent — 322 additional units — over December 2018, according to the AEM.

"While growth hit a bump toward the end of the year, ag tractor and combine sales overall for 2019 ended relatively flat," the release quoted Curt Blades, the AEM's senior vice-president of agriculture services. "On top of that, from survey data we gathered along with the Equipment Dealers Association, majorities of both manufacturers and dealers agree inventory levels are sitting about right at the moment, which should put our members and the overall ag sector in a positive place for the near future."

In Canada, all sectors fell in 2019, with 4-wheel-drive tractors declining most, by 37 percent, from 885 to 570 units sold year-over-year.

For more information, visit www.aem.org.



Crane maker adds distributor

Crane manufacturer Palfinger has added B.C.-based Falcon Equipment Ltd. as a partner.

Effective, Dec. 11, 2019, Falcon will distribute Palfinger products, such as loader cranes, in western Canada, said a recent news release from Palfinger.

"Palfinger's goal is to always provide each customer with the perfect solution — a quality standard that we share with Falcon Equipment," Palfinger AG CEO Andreas Klauser said in the news release about the new partnership. "I am happy that we will be working together from now on. This cooperation will enlarge our footprint in Canada by a couple of sizes."

Headquartered in the Vancouver suburb of Surrey, Falcon has branches across Canada. The partnership with Palfinger covers the four western provinces — B.C., Alberta, Manitoba and Saskatchewan — and the Yukon territory.

"Palfinger is a manufacturer that meets our high standards of quality and service. Our customers will appreciate this new partnership," the release quoted Falcon founder and CEO Rick Kielan.

In an announcement on the Falcon website, the company said it will exclusively sell and support a Palfinger lineup that includes, knuckleboom, material handling, and forestry and scrap cranes as well as



Palfinger cranes are now distributed in western Canada by Falcon Equipment Ltd.

aerial lift trucks, hooklifts, rail cranes, and truck-mounted forklifts.

"While we will no longer be the official distributor for Hiab, we will continue to work with all current and future customers to ensure that their equipment is supported and serviced," the announcement said. "Falcon has and will continue to support and service all makes and models of cranes and truck equipment."

Founded in 1988, Falcon is also dis-

dributes a wide range of mechanics service trucks made by Stellar Industries Inc.

For more information on Falcon Equipment, visit www.falconequip.com.

For more information on Palfinger, visit www.palfinger.com.



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COVER

Certification requirements continued from cover

The National Commission for the Certification of Crane Operators plays a key role in determining what standards must be met for crane operator certification. The NCCCO even offers specific service truck crane operator certification. Tara Whittington, NCCCO manager of marketing and customer service, says that the criteria and the materials covered are driven as often by industry as by the developing requirements of OSHA or of the American National Standards Institute (ANSI).

"We started development in 2012 because of outreach from the manufacturer and user community," Whittington said. "That's usually the way that most of our programs get on our agenda. Manufacturers, users and other associations decide that they need something for those particular machines. While we had some other certifications that could have covered them, because of those industries that specifically use these smaller cranes, they wanted a program that was designed specifically for those types of machines."

NCCCO develops the certification exams and then leaves training and administration of exams to either the training industry itself or companies with in-house training programs. Whittington said the exams are developed through extensive job task analysis and industry polls to determine exactly what is required to safely and effectively perform the task.

"This exam, for instance, has four domains on the written exams — site operations, technical knowledge, manufacturers, and load charts," Whittington said. "That's a great roadmap for those that are creating the training as well."



"Sometimes, we'll spend as much as two days going over the load charts for all types of mobile cranes. It's the hardest thing for operators to comprehend. The capacity charts on service mechanic trucks can be in some ways the most difficult."

— James Headley, Crane Institute of America

A candidate maneuvers the test load through the NCCCO's service truck crane operator practical exam in Houston in 2013.

File photo courtesy of NCCCO

Training for the tests

Organizations such as the Crane Inspection & Certification Bureau administer the training. CICB's training for the service truck crane operator certification is a three-day program with two days of prep and then written and practical examinations on the final day. Roughly 100 operators participated in the training in 2019, the large majority of whom were sent for the training by the companies they work for.

"Most crane operators are very knowledgeable in how to operate the crane and what they're doing already," said CICB sales account manager Shawn Khan. "But not everybody is a hundred percent familiar with all the OSHA and ANSI standards or are able to relate the numbers as to what they cover."



Instructor conducts classroom training for the Crane Inspection and Certification Bureau.

CICB develops all its own training and classroom materials based around the requirements for the NCCCO certification.

"On the NCCCO website, they have a list of resource reference material that individual operators need to become familiar with," said CICB general manager Jerry Longtin. "From that, we build our program based on the type of resource material that they recommend. And then we utilize that and incorporate it into our tests and quizzes and so on."

The Crane Institute of America offers a small crane operator program, which includes service and mechanic trucks. CIA president James Headley — who is also the primary at a separate but associated company, Crane Institute Certification — is a veteran crane operator who actually started back in the days when on-the-job training was all that was required of a crane jockey. However, since crane operator certification became mandatory, OSHA has mandated that certification is not enough — operators must be evaluated by another qualified person.

Qualified evaluation required

"When I got in the training business, if you had any kind of formal training, you were considered qualified,"

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"Most crane operators are very knowledgeable in how to operate the crane and what they're doing already. But not everybody is a hundred percent familiar with all the OSHA and ANSI standards or are able to relate the numbers as to what they cover."

— *Shawn Khan, Crane Inspection & Certification Bureau*



Headley said. "Then along came certification — if you're trained and certified, you're considered qualified. But neither one of them really qualifies you and now they're requiring an evaluation on the crane by somebody that's capable of doing it and that's the way it should be. The employer evaluation, over time is it's going to diminish the importance of certification, and rightly so, it's more crane specific and task specific, whereas certification is like getting a driver's license. There's a lot of people down here that have a driver's license that are really not qualified to drive a car."

CIA has two training rooms at its five-acre facility in Sanford, Fla., where it offers a variety of classroom and hands-on training courses. Courses are also conducted at conference rooms around the country and on-site on behalf of particular customers. The course itself covers OSHA and American Society of Mechanical Engineers crane standards, the causes and results of accidents, terminology, components, pre-operational inspections, setup and the recognition of site hazards and safe operation practices and procedures among many other

topics. One of the most crucial is the correct interpretation of load charts, Headley noted.

Service crane charts "difficult"

"Sometimes, we'll spend as much as two days going over the load charts for all types of mobile cranes," he said. "It's the hardest thing for operators to comprehend. The capacity charts on service mechanic trucks can be in some ways the most difficult. Our instructors find these to be some of the most difficult capacity charts to interpret of all cranes. I think it is because of the way the capacity chart is designed. I guess the manufacturer is just trying to get everything on a small placard and this design is a way to do it."

As for service truck operators, technically, they are only required to hold crane certification if performing duties beyond simple repairs and maintenance of equipment. However, it is very common for service trucks to be used for construction applications.

"I go to trade shows and notice they're making these type cranes larger and larger," Headley said. "I think I saw one recently

with a 40-foot boom. Construction equipment is getting larger, so you need a crane with a higher capacity to help you take it apart and put it back together and so forth. But they use them for other applications in general construction, to lift and place loads."

As such, many job sites will require any crane operator to be certified, even if they are just being used for standard repairs and maintenance. And rightly so, Headley said, as smaller cranes may actually be more dangerous because people may not respect them, and their potential for danger, as much as larger cranes.

Safe rather than sorry

"It's such a fine line," Whittington said. "You could be doing one task one minute and then the next thing you turn around and you're placing a propane tank and now that's considered construction. The general consensus is, especially when it comes to OSHA, you want to be safe, rather than

sorry. You want to make sure that you're covered."

This year, OSHA announced that it would temporarily not be accepting certifications from CIC until CIC acquires its accreditation with ANSI or another accrediting agency. All CIC certification are good for five years from the issue date so no certification will be affected during which time that CIC is moving to ANSI accreditation. OSHA implemented the accreditation requirement when it made operator certification a law requiring that the testing organization be accredited. When Headley spoke with *Service Truck Magazine*, he indicated that everything had been completed and CIC was simply waiting for ANSI auditors to arrive. Barring any unforeseen delays, he said that CIC should have obtained ANSI accreditation by the time this article sees print.

Matt Jones is a freelance writer based in Fredericton, N.B.



"Manufacturers, users and other associations decide that they need something for those particular machines. While we had some other certifications that could have covered them, because of those industries that specifically use these smaller cranes, they wanted a program that was designed specifically for those types of machines."

— *Tara Whittington, National Commission for the Certification of Crane Operators*

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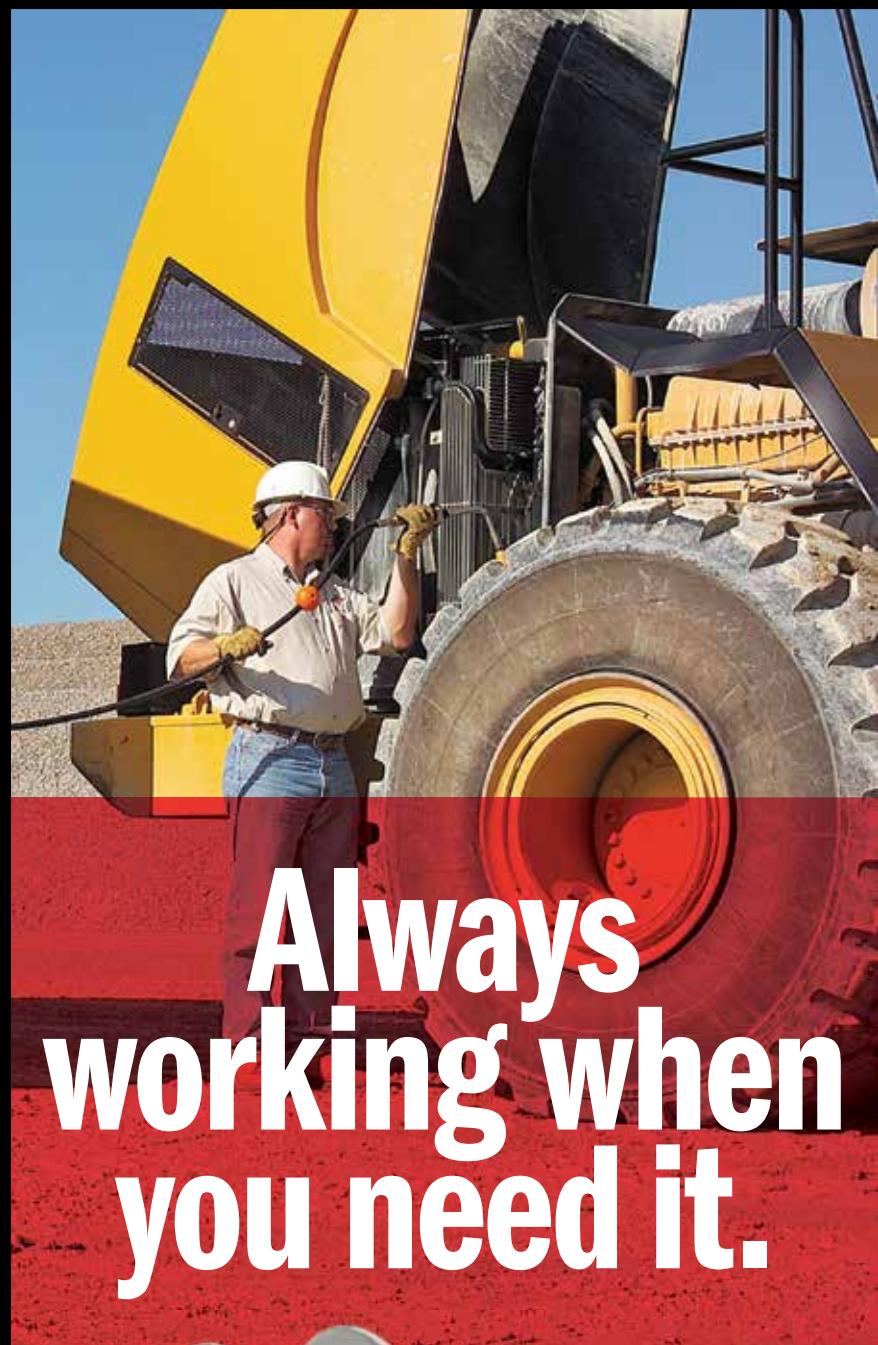
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COVER

Going paperless *continued from cover*

to tell their story at the triennial ConExpo-Con/Agg heavy equipment trade show in Las Vegas in March, 2020.

"Our primary message is that we have the ability to gather lots of data, and we now have a way to turn that data into useful information," equipment operations manager Tim Morgan told *Service Truck Magazine*, offering a sneak preview of the planned session, "Making Data Useful: A Telematics End User's Journey."

Branch Civil's equipment operations fleet includes 400 on-road cars and trucks, 500 pieces of heavy equipment, and more than 1,000 smaller machines such as pumps, generators and air compressors. Roughly 48 people manage all that, with the heavy lifting done by technicians working in the field from 18 fully equipped service trucks and 17 fuel and lube trucks.

Flooded with paper

When Branch Civil initiated the transformation in 2015, mechanics and other department employees were feeling inundated by administrative tasks, Morgan said.

"Everything had to be done on paper and had to be filled in, interpreted and inputted into our computer system," Morgan said. "Mechanics filled out time sheets for hours spent working on equipment. Fuel (consumption) was tracked on a spreadsheet that had to be mailed or sent into the office and entered by a second or third person into our computer system. Everything was all manually tracked by hand, pencil and paper, sealed, mailed and sent to an office and then entered into a computer. The data aggregation program takes all these steps out."

The department's first step was to map out and review its needs and consider various options through a process improvement

exercise. Project proponents had to gain buy-in from executives who wanted assurances data automation would help the bottom line rather than be a burden.

"You have to be able to show a return on investment," Morgan said. "And that's not always just dollar signs. It can be return on investment in terms of efficiencies and time savings."

Corporate blessing in hand and homework already done, the project leaders reached an agreement with a systems developer who had a simple data management program to use the department as a test bed to further enhance the program's sophistication.

"We provided the resources and data needed to test and gave them our expertise and helped them develop it," Morgan said. "It was built on our processes without our having any upfront development costs."

Situational awareness

Implementation was serious business. Branch Civil's equipment operations team went so far as to establish a situational awareness room into which data from across the company would flow and be visible over wall-mounted television monitors where it could be understood and analyzed at multiple levels.

Along the way, the kinds of issues that typically accompany the implementation of new technology arose. It took considerable patience, for instance, to integrate data from multiple sources into a single program. The project team also needed buy-in from department employees.

"There are challenges with any change," Morgan said, emphasizing the need to provide ample training so anyone reluctant to embrace computers will quickly see the benefits. "It's just a matter of staying com-



"We can make decisions about whether or not we're going to repair a machine or sell it. A lot of factors go into that. We track all our rentals, our fault codes, our on-road vehicles — all of our telematics — on this communication board."

— *Chris Caldwell, equipment superintendent, Branch Civil*



"Our primary message is that we have the ability to gather lots of data, and we now have a way to turn that data into useful information."

— *Tim Morgan, equipment operations manager, Branch Civil*



"Almost everything can be more automated and more efficient so that we can have more time to use our brains and skills instead of using our time just for routine administrative tasks."

— *Natalie Kerschner, equipment operations data analyst, Branch Civil*





Branch Civil's situational awareness room gathers data from across the company.
Photo courtesy of Branch Civil

mitted, getting people everything they need, and making sure they understand the 'why' of why you're doing it. Once we got through the challenges and people saw how well it works, they realized it's worth it."

With the program nearing full implementation, technicians, dispatchers and other equipment operations personnel can access the system through a secure online portal using a range of devices, from smartphones to tablets and computers. On a user-authorized basis, personnel can enter, retrieve and analyze all manner of data, from equipment records, work orders and service data, to fuel consumption figures and fault and repair codes.

"We're even using it to do our time sheets, with plans to integrate into our payroll programs," Morgan said, noting its limitation to organizational workflow rather

than performing equipment diagnostics. "It tracks our time and everything. We're doing very little with spreadsheets now — it's almost all done electronically."

Equipment superintendent Chris Caldwell helped coordinate the technology rollout with an eye on how the enormous volume and variety of data would reach people on a need-to-know basis. A communications board in the situational awareness room helped set that in motion so that, for instance, requests for equipment are brought into a single, centralized area where people and equipment can be dispatched as needed.

Making data meaningful

The notion of turning data into meaningful information that can enable people both in the office and out in the field to

make decisions based on good information is the bottom line. "We can make decisions about whether or not we're going to repair a machine or sell it," Caldwell said. "A lot of factors go into that. We track all our rentals, our fault codes, our on-road vehicles — all of our telematics — on this communication board."

Branch Civil also uses the technology to analyze service codes and other data to know, for instance, how often a particular malfunction is recurring. "We can also catch things before they become bigger problems and alert field technicians before they have an equipment failure," Caldwell said.

"We also have GPS tracking, so if someone calls and asks where their dozer is, we can look on a map and tell them approximately how soon that machine will

be at their site so they can plan their work in the field accordingly," Caldwell said.

Equipment operations data analyst Natalie Kerschner, who is also presenting, said the session stands to help attendees consider how they might want to use any data they gather. "I'll be talking about what we wanted from our program and some of the things we're measuring, including our equipment status and health, so we can make the best decisions about repairs and replacements. We're also looking at how we're using our equipment, which helps decision-making with logistics."

Branch Civil's system even includes video chat capability. Kerschner said a well-implemented system should enable employees to do more of what they do best. "Almost everything can be more automated and more efficient so that we can have more time to use our brains and skills instead of using our time just for routine administrative tasks. We're really cutting down on administrative time and increasing wrench time."

For more information on Branch Civil, visit www.branchcivil.com.

Saul Chernos is a freelance writer based in Toronto.



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NEWS

Watch for these five manufacturing trends

Wearable technology, predictive maintenance, 5G, virtual and augmented realities, and cybersecurity expected to have longterm impacts on the industry in 2020 and beyond

MIKE SCHMIDT | SPECIAL TO SERVICE TRUCK MAGAZINE

Both the immediate and long-term future of the manufacturing industry will be defined by the development of several ever-evolving and cutting-edge trends and technologies. Many of these trends and technologies are poised to have a significant impact in 2020 and beyond, so it's critically important for manufacturers to develop a keen understanding of what they are, how they will grow over time, and how they will impact those within the industry – both this year and in the future.

With that in mind, the following are five manufacturing trends to watch in 2020:

Wearable technology

The rise of the Internet of Things — a.k.a. IoT — in industrial applications has given way to the increased prevalence of wearable technology in the manufacturing industry. Manufacturers of all types and sizes are increasingly looking into — and



Technological innovations are poised to have significant impacts on industry.

investing in — wearable devices with different sensors that can be used by their workforce.

According to a recent article from EHS Today, electronic features found in wearable devices allow for organizations to monitor

and increase workplace productivity, safety and efficiency. In addition, employers are now readily capable of collecting valuable information, tracking activities, and providing customized experiences depending on

"The ability to predict impending failures and mitigate downtime is incredibly valuable. Predictive maintenance offers that and much more."

needs and desires.

Improvements in bio-sensing now allow for health parameters such as body temperature, heart rate and blood oxygen levels to be monitored. Furthermore, employers now have the ability to leverage the data they

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NEWS

obtain to complement welfare programs and reduce healthcare costs.

Factors leading to the increased adoption of wearable technology include portability, convenience, operational efficiency, and much more. Consumers use the technology for fitness and health tracking, mobile notifications at a glance, and even contactless payments. The business world has taken notice, and wearable technology is quickly becoming a fixture in manufacturing.

An article from Manufacturing.net notes that potential applications in the manufacturing sector include safety awareness and injury prevention, training, process improvements, situational awareness, augmented reality, remote management, as well as authentication and security planning.

Predictive maintenance

Effective equipment maintenance is central to the success of any manufacturer. The ability to predict impending failures and mitigate downtime is incredibly valuable. Predictive maintenance offers that and much more. Ultimately, it gives manufacturers the means to optimize maintenance tasks in real time, extending the life of their machinery and avoiding disruption to their operations.

Seebo, an Israel-based company pioneering process-based industrial artificial intelligence, outlines predictive maintenance for Industry 4.0 as a method of preventing asset failure by analyzing production data to recognize patterns and identify potential issues before they occur. Predictive maintenance for Industry 4.0 is a method of preventing asset failure by analyzing production data to identify patterns and predict issues before they happen.

Predictive maintenance isn't without its challenges, however. In order to successfully build a predictive maintenance model, manufacturers must gain insights on the variables they are collecting and how often certain variable behaviors occur on the factory floor.

It's absolutely critical for organizations to possess knowledge about each specific machine and a strong data set of previous failures in which they can review. Manufacturers also have to make decisions around lead time, as the closer to failure the machine is allowed to go, the more accurate the prediction.

5G/Smart manufacturing

The fourth Industrial Revolution has already arrived. Smart factories are becoming the norm in manufacturing, and they rely on connected devices to leverage technologies like automation, artificial intelligence, IoT and more. In addition, these devices are capable of sensing their environments and interacting with one another. As factories of the future continue to grow and develop, manufacturers need to realize that they must be able to adapt the networks that connect them – efficiently and effectively.

According to a recent article from AT&T, 5G networks offer the industry opportunities to create new revenue streams. Along with energy and utility, the manufacturing industry stands to benefit the most from the rise of 5G. A report from Ericsson states that "the expected addressable market in 2026 will \$113 bil-

lion, a substantial 7 percent potential revenue growth from current service revenue forecasts."

The factories of tomorrow will rely greatly on sensor technology, and they will prominently feature connected tools, utilizing data to guide the tasks of the workforce. According to AT&T, 5G's high capacity, wireless flexibility and low-latency performance make it the perfect choice to support manufacturers in these efforts.

Virtual and augmented realities

When it comes to using augmented reality and virtual reality in manufacturing, the possibilities are endless. Whether it's helping make processes more efficient, improving product design and development, or maintaining machinery more effectively, these technologies are capable of becoming game-changers in the coming years.

Virtual reality allows its users to move around a 360-degree virtual world and – in some cases – even interact with it. When using VR, real, physical surroundings are no longer a factor. And, thanks to advancements in technology, the virtual world is now being reproduced better than ever before. Augmented reality differs in the sense that its users are required to be at a specific location to augment their experience of reality, while those who use VR are completely immersed in a virtual world.

According to an article from PwC, manufacturers are becoming more adept at finding ways to incorporate these technologies within their organizations in an effort to drive a future defined by digital connectivity. And, says PwC, one in three manufacturers have adopted – or will adopt – VR and AR in the next three years.

Cybersecurity

The importance of cybersecurity in manufacturing cannot be overstated. More and more connected devices are being integrated into organizational processes each day. The manufacturing industry needs to develop a keen understanding of how to best deal with them.

Even the simple act of charging a mobile device in a nearby USB port could lead to dire consequences. As a result, companies must be diligent in educating employees on the potential consequences of their cyberactivities.

A manufacturer's ability to protect itself effectively hinges upon its willingness to take the following key steps: address organizational concerns; and implement a clear and effective cybersecurity strategy.

Cybersecurity is – and will – remain a major concern for companies of all types and sizes. With malware attacks on the rise and many organizations having become victims of ransomware, companies can't afford to overlook cybersecurity as a top priority in 2020 and beyond.

Mike Schmidt is editor of the Industry Advisor newsletter of the Association of Equipment Manufacturers, which represents more than 1,000 companies including scores of service truck makers and accessory manufacturers. For more information about manufacturing industry trends and technologies, visit www.aem.org/think, where you can also subscribe to the newsletter.

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PREVIEW CONEXPO-CON/AGG 2020

Viva Las Vegas!

Massive ConExpo-Con/Agg trade show poised to draw service truck fans to Nevada desert

STORY AND PHOTOS BY KEITH NORBURY

Every three years, Sin City turns into a mecca for aficionados of heavy equipment.

The triennial ConExpo-Con/Agg exhibition, taking place March 10-14, will draw at least 125,000 visitors — if past iterations are any guide. Some 2,800 exhibitors have booked booths at the Las Vegas Convention Center, an expansive 2.5 million square foot complex about two miles east of the famed Las Vegas Strip.

Dozens of service truck manufacturers and accessory makers are among those exhibitors. They include such familiar names as Maintainer Corporation of Iowa, Stellar Industries, Summit Truck Equipment, Jomac, Sage Oil Vac, and Taylor Pump & Lift. Accessory makers exhibiting at the massive Las Vegas Convention Center include Boss Industries, Fabco Power, Vanair Manufacturing, VMAC, and Lincoln Electric.

(For a list of service-truck-related exhibitors, see the related article.)

ConExpo also attracts thousands of visitors who come to marvel at the equipment displays, including scores of gleaming service trucks.

"I love to see all the new equipment and all the new innovations," said Bill McManes, an estimator with Boudreau Pipeline Corporation, during a visit to the Maintainer booth at ConExpo 2017.

His company, based in Corona, Calif., has a pair of service trucks, although he was most interested in checking out excavators, loaders, and electronics. After spending the better part of two days at ConExpo, "we still haven't seen it all," said McManes, who was attending his third ConExpo along with Doug Martin, Boudreau's director of operations.



Duston Hansen of Summit Truck Bodies shows off the 1973 International that the company converted into a hotrod service truck just in time for ConExpo 2017.

Hotrod service truck

Among the coolest machines on display at the 2017 show was a former 1973 International Loadstar 1700 dump truck that technicians at Summit Truck Bodies tricked out as service truck hotrod, or restomod. The truck, salvaged from a fence in rural Missouri three weeks before the show, was outfitted with a 707-horsepower 2015 Challenger Hellcat engine, placed on a 2010 Dodge 5500 chassis, and upfitted with a Summit service body and matching crane.

"Although the 73 International restomod was a huge hit, it will not be making another appearance at this show. But don't worry, we will not disappoint show attendees,"

Summit marketing manager Sondra Kirby said by email.

The Summit stand will feature five trucks. "Our engineering, sales and marketing teams have worked to put together some beautiful show trucks that highlight our strengths in design and customization capabilities with service and lube trucks to meet various construction industry needs," Kirby said.

She added that ConExpo has been a big show for Summit, producing traffic growth and valuable leads. "We expect the same this year."

Attendance for ConExpo 2017 and the co-located International Fluid Power Exposition was nearly 128,000, according to the Association of Equipment Manufacturers, which organizes both shows. That was slightly less than the official count of 129,364 attendees for the 2014 version of the triennial event, which was second only to the 144,600 who attended in 2008, just before the global financial crisis.

The AEM is an international trade organization representing more than 1,000 off-road equipment manufacturers and suppliers, including scores of companies in the service-truck industries. ConExpo is the AEM's signature event.

This time around, ConExpo happens the week after the Work Truck Show in Indianapolis, thus avoiding a scheduling conflict like what happened in 2014. Many exhibitors have a presence at both shows. Even when there's no scheduling conflict it can still require a lot of logistical juggling to participate in two big shows back to back but about 1,800 miles apart.

Anticipating excitement

Rachel Lynch, public relations and event specialist with Stellar Industries Inc., said by email that she is "very excited" about attending her second ConExpo. "These industries are always growing and changing and I'm excited to see what's new," Lynch said. "Stellar is continuously working to bring new ideas and products to the market. We've been doing just that in preparation for the 2020 show and I'm excited about what we have to show in March."

Aside from displaying several trucks at Stellar's booth, the company's American Eagle division will bring new products to its booth, such as its 40P hybrid reciprocating compressor and a new addition to its line of LubeMat aluminum lube skids.

Lynch was impressed if "a bit overwhelmed" by her first ConExpo in 2017. "Not only is the show large in size but the variety of companies and equipment showcased is amazing," Lynch said. "It was a perfect way to experience what our key industries are all in one place."

For Chuck Hamilton, director of marketing and OEM manager for Boss Industries LLC, ConExpo 2017 was "an eye-opener." It was the first time the company, headquartered in Laporte, Ind., had exhibited at the Las Vegas extravaganza.

"We got to open up some new territories that we haven't been to before and we had a lot of success with new customers and existing customers," Hamilton said shortly after the show.

Gold Lot gone

One significant difference for ConExpo 2020 will be the absence of the Gold Lot, where many massive cranes — from such manufacturers as Liebherr, Terex, and Manitowoc — towered over the complex. The former Gold Lot

continued on page 15



Versalift aerial work platform ascends 225 feet above the ground in 2017 to offer this view of ConExpo's Gold Lot, which has been replaced for 2020 by the Festival Grounds.



Nick Comaiach of Forestville, Calif., checks out a service body at Iowa Mold Tooling Co. Inc. booth at ConExpo-Con/Agg 2017 in Las Vegas.

"I love to see all the new equipment and all the new innovations."

— Bill McManes, Corona, Calif.



Michael Deneen (left) of Chicago chats with Tim Davison of Stellar Industries Inc. at one of Stellar's three booths at ConExpo 2017.



Tricked out 1973 International draws a crowd to the Summit Truck Bodies booth at ConExpo 2017.



PREVIEW CONEXPO-CON/AGG 2020



Carl Scoggins, left, of Sioux Center, Iowa-based Service Trucks International, greets Larry Shufeldt, James Taylor, and Jim Taylor — all from Taylor Crane and Rigging of Tulsa, Kansas — as they visit the STI stand at ConExpo 2017.



Doug Martin (left) and Bill McManes of Boudreau Pipeline Corporation of Corona, Calif., visit the Maintainer Corporation of Iowa stand at ConExpo 2017.

is now the site of a \$935 million expansion to the convention center expected to be ready for the 2021 Consumer Electronics Show.

ConExpo 2020's big iron will instead rise from 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.

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 for three days as part of the show badge. Other travel options include golf carts and pedicabs.

Tech Experience returns

Returning to ConExpo is the Tech Experience, which will feature a 10-foot by 22-foot smart city replica. The replica will showcase several Tech Experience scenarios, according to recent news release.

They include the following:

- different city grids and how a city responds to heat, wind and storms;
- connectivity in the city, including 5G, sensors, telematics and Internet of Things; and
- The jobsite of the future within the city and how equipment will communicate.

Displays at the 75,000 square foot inaugural Tech Experience in 2017 included an excavator with a 3D-printed boom section.

The 2020 version of ConExpo also includes a variety of Tech Talks and other educational sessions — more than 180 in total. They cover such topics as fleet maintenance, recruitment, telematics, and the future of electric machines. (See related article).

Sprawling spectacle

It all adds up to a sprawling spectacle that can wear out the shoe leather.

In 2017, first-time ConExpo visitor Randy Stokes, a mechanic with Canton, Ohio-based Beaver Excavating, used the word "overwhelming" to describe his impression of the event.

"There's just so much to see," said Stokes. "We're not going to see half of what's here."

And yes, some visitors do come specifically to check out the service truck displays.

"My main thing here was coming to look at the service trucks and see what I want next," said Nick Comaich as he stopped by the Iowa Mold Tooling booth in 2017. At the time, he had a nearly 20-year-old Dominator that he used for maintenance work at a quarry near Santa Rosa, Calif.

Mike Deneen of Chicago also came to ConExpo 2017 with thoughts of upgrading his service truck. "I'm looking forward to coming back in another three years," Deneen said.

Walt Van Laren, president of Service Trucks International, said at the 2017 show that he was impressed by the quality of visitors who dropped by the company's booth.

"They're all buyers, they're all users," said Van Laren, whose company is headquartered in Sioux Center, Iowa. "So you know you're talking to people who use the product (and) want to know more about the product. That makes it fun to talk to people that are interested in what you have to sell."

For more information on ConExpo 2020, visit www.conexpoconagg.com.



Construction women to share spotlight at ConExpo-Con/Agg

Organizers partner on events that feature industry influencers

ConExpo-Con/Agg is partnering with two associations that focus on women in construction.

The aim of the partnership — with The National Association of Women in Construction (NAWIC), and Women of Asphalt — is to highlight women as a "viable force" in the industry, said a recent news release.

"As the largest construction industry-focused trade show in North America, ConExpo-Con/Agg seeks to draw attention to and celebrate the important role women play in the industry," the release quoted Dana Wuesthoff, ConExpo's show director and the vice-president of expositions and event services with the Association of Equipment Manufacturers, which owns and operates ConExpo.

The 2020 version of the triennial show takes place March 10-14 at the Las Vegas Convention Center.

The women's organizations partnership kicks off March 11 with a breakfast event titled, Genders on the Jobsite. It features Vicki O'Leary, founder of Be That One Guy, and Lorein Barlow, director and producer of Hard Hatted Women. The event

promises "a candid discussion on how women experience job site opportunities and challenges and explore how everyone has a role in keeping job sites productive and safe for all workers." It takes place 9-10:30 a.m. in Westgate Pavilion 2. A special ticket costing \$20 is required.

More room for women

Crissy Ingram, executive administrator of NAWIC National, noted in the news release that only nine percent of construction workers are women, according to the U.S. Bureau of Labor Statistics.

"As our industry continues to grapple with a labor shortage, women are poised to help play a greater role in all areas of construction," Ingram said. "By teaming with ConExpo-Con/Agg, organizations like NAWIC and WOFA can help women thrive in a male-dominated industry."

Social media influencer Missy Scherber, who owns T. Scherber Demolition & Excavating, will join other influencers — such as Aaron Witt of BuildWitt, Keaton Turner of Turner Mining Group, and Stacey Tompkins of Tompkins Excavating — for an

Ask the Influencers panel discussion and networking event. It takes place 3:15-4:15 p.m. on March 11 on the Tech Talks Stage in Silver Lot 3.

Educational opportunities

Other related events include the following:

- New Approach to Building Female Construction Leaders — March 11, 1-2:30 p.m., in Westgate Pavilion 11.
- Widening Your Workforce: Executive Lunch Forum — March 13, 11:30 a.m.- 1 p.m., in Westgate Pavilion 2. A special ticket, costing \$50, is required.

Various other educational sessions ConExpo will feature influential women in the industry. They include Allie Kelly of the Ray, filmmaker Lorein Barlow, Tauhira Ali, construction technology manager at Milwaukee Tool, and Desi Matel, chief wrangler at Field Innovation Team.



Crissy Ingram



Dana Wuesthoff

For more information, visit www.conexpoconagg.com.





PREVIEW CONEXPO-CON/AGG 2020

DPF cleaning unit *continued from cover*

sales manager at FSX Equipment Inc., will deliver a presentation titled "DPF Cleaning: Protecting Your Tier 4 Investment." The session will examine aftertreatment systems, methods for cleaning DPFs, and warning signs to watch out for.

A learning curve

"There is a lot that can be gleaned from what the industry has learned on the road with these after treatment devices," Anderson told *Service Truck Magazine* in advance of the session. "There was a steep learning curve, there were a lot of pitfalls, and there were a lot of misunderstandings. There were a lot of misconceptions in the industry about the aftertreatment systems in regards to how to deal with them, how to maintain them properly and what do they do."

Tier 4 is the latest in a series of emissions standards for non-road diesel engines enacted by the Environmental Protection Agency starting in the 1990s. Tier 4 final, which took effect in 2015, reduced particulate and oxides of nitrogen levels by 90 percent over the Tier 3 standards.

While the Tier 4 requirements have been in place for several years, off-road equipment is not replaced as often as on-road equipment, Anderson noted. As such, a lot of older off-road equipment is still running without exhaust aftertreatment systems. But no matter how long ones tries to keep a grandfathered-in piece of pre-Tier 4 equipment in use, eventually it will need to be replaced.

"That's when the learning curve starts for these fleet managers that have to deal with the service of these after treatment systems," Anderson said. "So I'm going to be speaking about a lot of the things that we've learned that have happened with on-road diesel trucks. What we've learned so far can be applied to the off-road industry to help them. I'm also going to be covering the components of the aftertreatment system."

Avoid "headaches down the road"

As service truck operators will often be the ones performing this maintenance, the presentation should be of particular interest to service truck operators and fleet managers with service and mechanic trucks as part of their operations, Anderson said.

"One of the things that's a big mystery is how much preventative maintenance do I need to do on these things to avoid costs later on," he said. "It's so critical with the aftertreatment system to understand that it's just like tires

and oil. You have to maintain, you have to have a preventative maintenance schedule for the aftertreatment system or the headaches down the road are going to be more costly. That's the gist of this presentation — to help them get a grasp of the entire aftertreatment system and then how do we do preventative maintenance to make sure that we're not caught blindsided with a huge expense and we're replacing components rather than cleaning components."

Aftertreatment systems are composed of two catalysts and a trap, the diesel particulate filter, or DPF. The system is very expensive to replace and can create unscheduled downtime. Anderson hopes that fleet managers recognize that if any component failure happens in the engine, it is a red flag to check the aftertreatment system to ensure it hasn't been contaminated with oil, coolant or excess fuel.

Thorough DPF cleaning a must

The second key topic — methods for cleaning DPFs — also draws directly from FSX Equipment's experience. The company has been working on solutions in that field since clean diesel particulate filters were first introduced by public municipalities with government grants over 15 years ago.

"We've tried every kind of cleaning there is out there and we found that pneumatic cleaning is by far the safest and most effective," Anderson said. "To do it right, you have to scan the filter and catch every cell and there's 4,000 to 5,000 cells on every filter and you've got to clean them all. You also need to address the DPF from both sides of the filter. When you address the filter with a high volume of air and high pressure combined, you're able to break up and loosen a majority, if not all, of the hardened ash that gets compacted and cemented deep down inside a DPF. That is the key to cleaning up a DPF properly."

FastBlast coming

Headquartered in Granite Falls, Wash., 45 miles north of Seattle, FSX has long sold an in-shop DPF cleaning unit called the TrapBlaster. Seeing that increasing number of new off-road Tier 4 engine users, FSX is poised to introduce a portable version that could be mounted on a



"One of the things that's a big mystery is how much preventative maintenance do I need to do on these things to avoid costs later on. It's so critical with the aftertreatment system to understand that it's just like tires and oil."

— Jeremy Anderson, national sales manager, FSX Equipment

service truck, the FastBlast.

"It's designed to do repairs way out there in the mines or the gas fields where you've got miles of dirt road and you got heavy equipment that can't easily get to the shop or it's not very practical to go way out to the equipment, pull the DPF off, and then travel way back to the shop, clean it, and then travel back again to install it and then return. That's four trips with the same service truck that is heading out to do repairs."

The name is tongue-in-cheek — the FastBlast doesn't clean filters any faster than previous models, but since it's attached to a moving vehicle its land speed is much higher than a stationary unit. But a mobile unit can be used while the service truck performs other repairs and maintenance on the same trip to the jobsite. Anderson is quick to tout the company's bi-directional air scanning technology and the visual cleaning process.

"We felt it was very important to have a visual cleaning process because every filter is different," Anderson said. "It's got a different number of hours, a different operator, different amount of idling time and different engines. It has to do with watching a filter to make sure that you know it's done, regardless of what has been injected into it from the engine. That visible cleaning process will allow the operator to easily see when a filter is done cleaning."

"DPF Cleaning: Protecting Your Tier 4 Investment" takes place March 13, 3-4 p.m., in Ballroom C at the Westgate Resort & Casino.

For more information on ConExpo-Con/Agg 2020, which runs March 10-14 at the Las Vegas Convention Center, visit www.conexpoconagg.com.

Matt Jones is a freelance writer based in Fredericton, N.B.



ConExpo registrations pour in

Registrations for ConExpo-Con/Agg were on a record pace as the massive heavy equipment trade show's early bird registration closed on Jan. 17.

More than 38,000 individuals registered for the triennial event during the last week, Jan. 10-17, of early-bird registration, said a message from the show owners and producers, the Association of Equipment Manufacturers.

That set a record for a single week of registrations.

The trade show, which drew nearly 128,000 attendees to its last iteration in 2017 and a record attendance of 144,600 in 2008, takes place March 10-14 at the Las Vegas Convention Center.

"We're thrilled to see this kind of energy and enthusiasm," Dana Wuesthoff, the AEM's vice-president of exhibitions, said of the record-breaking attendee registrations. That the pace of registrations is exceeding that of previous shows

indicates "a continued sense of optimism from contractors as they look for new products and innovations to help them succeed in the years ahead," she added.

ConExpo 2020 will feature nearly 2,500 exhibitors — including dozens of manufacturers of service trucks and their accessories — and more than 2.6 million net square feet of exhibition space. Attendees who register by March 9 can save more than 20 percent on their registration. ConExpo co-locates with the International Fluid Power Exhibition.

Exhibitors are expected to unveil more than 500 new products. ConExpo also features more than 50 show-related press conferences and more than 150 educational sessions.

For more information, visit www.conexpoconagg.com.



Steve Tracy, southeast regional sales manager for Maintainer of Iowa Corp., takes a turn at the company's booth at ConExpo-Con/Agg 2017.

File photo by Keith Norbury



PREVIEW CONEXPO-CON/AGG 2020

Triennial ConExpo features various service truck firms

Dozens of service body manufacturers and accessory makers are among the nearly 3,000 exhibitors at the triennial ConExpo-Con/Agg heavy equipment trade show at the Las Vegas Convention Center this March 10-14.

They include include the following (with booth numbers in brackets):

Altec Industries Inc. (F7838)
American Eagle Accessories Group (S60829)
Auto Crane (C22020)
Boss Industries Inc. (S65201)
Brand FX Body Company (B92813)
Brutus Truck Bodies/Next Hydraulics S.R.L. (B7228)
Curry Supply Co. (S64629)
Eberspaecher Climate Control Systems (B92725)
Fabco Power Inc. (S61739)
Hannay Reels Inc. (S61156)
Iowa Mold Tooling Company Inc. (N12367)
ISX Coatings (S64701)
Jomac Ltd. (B7528)
Knapheide Manufacturing Company (S61729)
Lincoln Electric Company (B8003)
Lifewise by Diversified Products (F100022)
Lubecore International (S64712)

Maintainer Corporation of Iowa (S60912)
Mega Corp (N10369)
Miller Electric Manufacturing LLC (B8905)
Muncie Power Products (S81743)
Palfinger North America (F7256)
Parker Hannifin Corporation (S80245)
Ram Agriculture (B9706)
Ramsey Winch (C22121)
Reading Truck Body (S61548)
Reelcraft Industries Inc. (C30987)
Ryco Hydraulics Ltd. (S80453)
Royal Truck & Equipment Inc. (S65634)
Sage Oil Vac Inc. (S62428)
Service Trucks International (S60739)
Southwest Products (S64729)
Stellar Industries Inc. (C20627)
STI & Tiger Cranes (F5068)
Strong Hand Tools (S63906)



Mike Heffron (left) and Jeff Harrison of Auto Crane share a laugh at the company's booth at ConExpo-Con/Agg 2017 in Las Vegas. Auto Crane is among the many service truck companies that will return to exhibit at ConExpo 2020 this March.

File photo by Keith Norbury

Sullivan-Palatek Compressors (S63439)
Summit Truck Equipment (S63607)
Taylor Pump & Lift Co. Inc. (S60554)
Teamco Inc. (S64619)
Thunder Creek Equipment (S65029)
Valew Quality Truck Bodies (S63229)
Vanair Manufacturing Inc. (S61129)
VMAC (B8707)



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BY DAN ANDERSON

SPEC MY TRUCK

Logger Wade and Whitey

Lights ... camera ... action: time to cut trees and fix broken machinery

You may have seen "Logger Wade" Etienne and his battered service truck, Whitey, on the History Channel's *Ax Men* TV show. The irrepressible Etienne is the go-to guy for his family's logging company, Etienne's Timber, in southern Indiana whenever machinery breaks down. He's famous for unconventional but functional repairs.

"I once cut the ends off an 1-1/2-inch wrench and welded that handle in as a gusset," he laughs. "I did that maybe five years ago. The daggone thing is still holding, so I consider it 'fixed.'"

Whitey is Etienne's four-wheel-drive, high-clearance International 4800 service truck equipped with a DT466E engine ahead of an Allison automatic transmission.

"The big thing for me is that it is four-wheel-drive, has lots of clearance so we can jump stumps, and that it has open-shoulder tires for lots of traction," he says.

A massive front bumper and battered rear deck/bumper on the Knapheide service body are multi-functional.

"Sometimes we need to be able to use the truck as a bulldozer," he says. "Sometimes we need to be able to push it with a bulldozer. There ain't much paint left on any corner of the truck."

Whitey carries a 10,000-pound-capacity Iowa Mold Tooling crane with tethered rather than radio-controls. Etienne prefers to minimize the chances of high-tech components going wrong in the field.

"I get annoyed when some electronic doo-dad malfunctions and stops me from fixing what I'm working on," he says. "Or if I don't have the right tool. That's why I've got a drawer full of wrenches I cut off to make a stubby wrench, or bent in an 'L' or 'U' shape to reach a nut or bolt. I've got some nice Snap-on tools and wrenches, but I've almost got more wrenches that are cut, bent or customized."

Frequently used hand tools, a Miller welder, and a Honda engine-powered Ingersoll Rand air compressor live on the left side of Whitey's service body to help balance the weight of the crane on the right side. Welding gas bottles, hydraulic hose crimper, and other parts and accessories fill the right-side boxes.

"In grade school, I was welding when all the other kids were playing basketball," he says. "We run a lot of used equipment under rough conditions, so I do a lot of welding. That, and fixing hydraulic leaks. I'm always brazing steel hydraulic lines, and constantly building and replacing blown hoses."

The on-board hydraulic hose crimper and a supply of photocopies are Etienne's secret weapons for fast hydraulic repairs. They have at their shop tech books and parts books for all their major machines. He photocopied schematic and specification pages from the

"Sometimes we need to be able to use the truck as a bulldozer," he says. **"Sometimes we need to be able to push it with a bulldozer. There ain't much paint left on any corner of the truck."**

— "Logger Wade" Etienne

tech books and built a file folder of critical information he keeps in Whitey's cab.

"I've added my own notes to all those photocopies," he says. "Any time I replace a hose, I write down its length and specifications for its fittings. If it blows again, I go to my notes to get the hose length, build the hose, then use the old hose to pull the new hose through the machine."

His detailed notes reflect any customization he's done to the company's machinery.

"If I've turned up the pressure 50 psi on a machine, or jumper-wired a harness, I write it in the notes I keep for each machine," he says. "That way I've got both the factory recommendations and the 'Wade-way' of making it actually work in our world."

Of all the name-brand, non-name-brand, customized or unconventional tools Logger Wade uses, he rates Whitey at the top of the list.

"Of all the bulldozers, trucks and logging equipment we have, Whitey's my favorite piece of equipment," he says. "It's used and abused, but I think it's beautiful in an ugly way. It's the piece of equipment that keeps everything else moving."

Logger Wade and Ax Men

Plans weren't finalized at the time this went to press whether "Logger Wade" Etienne would be part of the 2020 episodes of *Ax Men* on The History Channel, but he was hopeful.

"It was a lot of fun," he said. "It's Hollywood, so sometimes they 'amplify' what actually happens, but for the most part it's what my job is like. They may take parts of four or five jobs over two days to make one episode, but it all really happened. I love people, I love to talk and I'm sort of a show-off, so it's a good fit for me."



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.



Etienne poses with his mother, known on Ax Men as "Big Momma."



Fuel jugs, fire extinguishers and a portable heater fill a storage box.



Air tools up to a one-inch impact gun are equipped with whips.



Welding compartment door acts as library of conversion factors and specs.



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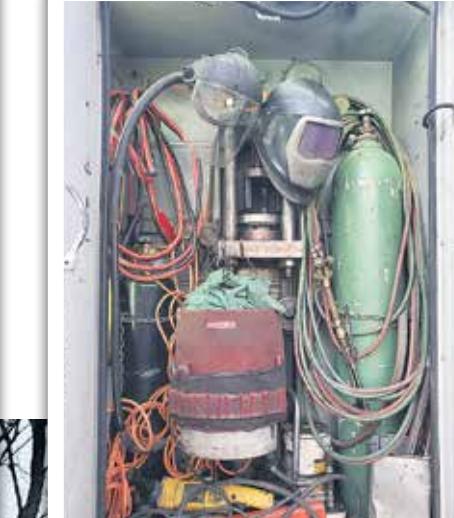
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Etienne favors tethered crane controls for their simplicity.



Etienne holds one of his custom-built hand tools.



Welding, torching and grinding gear share space with a shop-built hose crimper.



Welding rods in humidity-roof containers, grinding wheels and nylon strapping occupy compartment.



"Whitey" is "Logger Wade" Etienne's nickname for his service truck.



Home-made log skidded/tire changer "works fantastic."



Frequently used hand tools ride front compartment, driver's side.



Aerosols, zip ties, and shop towels are best friends of any service truck operator.



Chain hoists, clevises and tow hooks, come in multiple sizes.



High clearance makes "Whitey" tough to stop in the woods.



Big work deck is "tough enough to use as a bulldozer."



PREVIEW CONEXPO-CON/AGG 2020

The importance of robust preventative maintenance and corporate culture

5th Order Industry's Michael Holloway on the driving factors behind fluids maintenance

MATT JONES

It has almost become a cliché in the service truck industry (and in any industry which relies heavily on mechanical equipment) to compare the health of a piece of equipment to the health of a human being. But clichés develop for a reason: there really is an excellent comparison to be made between how people take care of their bodies and how they care for their equipment.

Michael Holloway, owner of 5th Order Industry LLC, certainly believes so.

"If you don't use good fuel into the oil, (it's the) same as having a poor diet," says Holloway, whose company provides learning experiences for industry professionals. "It's going to take its toll on the system for several well-understood reasons. But it's the whole concept of cheap gas, cheap food. People like to go to fast food — it's processed; it's cheap; it fills you up and moves you on to the next day. But the problem is that you live on fast food, you're going to die on fast food. Same thing with cheap MRO parts, inferior fuel that might be contaminated, maybe oils and greases that aren't really designed for that system that are cheaper. But it's like a body. If you don't treat it with what nourishes it to get the job done, it'll fail — same thing with a piece of machinery."

Maintenance philosophy

This coming March at ConExpo-Con/Agg in Las Vegas, Holloway, along with BP Lubricants USA Technical Services Manager Jami Melani, will deliver a presentation titled, "The Fleet Maintenance Journey: The Importance of a Robust Fluids Management Program." The presentation will teach attendees about proper fluid storage and handling, the cultural change required to improve a maintenance program, the value of better quality lubricants and the importance of analysis of used oil. The underpinning concepts of the presentation, and Holloway's philosophy towards maintenance, go back many years.

"The way in which maintenance was always done up until World War II was that you fixed it when it broke," Holloway says. "And that was it. During the labor shortage during World War II, you really had to take a better look at understanding your asset availability. You can't just wait till it breaks to fix it because what we really had to do was prevent it from breaking. Some folks say that was the birth of preventive maintenance. But I think even before the Industrial Revolution, people would change out their leather belts before it would break at the point of disaster. But embracing removing something before catastrophe occurred really occurred in World War II."

This attitude started with the Army and the Navy, but was soon adopted by industry. It might take an hour to change the oil on a press or a dozer, but if it isn't maintained, a repair could take days and much more manpower. As such, what Holloway calls the "five galaxies of preventive maintenance" became more important for businesses. Those galaxies are vibration, thermography, ultrasonics, oil analysis, and non-destructive testing.

"These companies said, 'Hey listen. We've got some really cool products and services. We can show you how to save money by doing this. But it's going to require an investment of your time and you're not going to see an immediate return on your investment. But that's OK. We can almost guarantee that you'll save money down the line.' And any company that's not involved in predictive maintenance because it can't guarantee a savings doesn't understand maintenance. If you're not doing predictive



maintenance now, chances are you're wasting money. But if you're not doing preventative maintenance and you're just doing reactive or break down maintenance, you're definitely wasting money."

Service trucks at both sides

This topic is of paramount importance regarding service trucks, as they see this issue from both sides. Service trucks are often used in the maintenance and repair of pieces of heavy machinery, but they themselves are pieces of machinery that require maintenance.

"There's companies out there that use their assets to get a job done, obviously, like a fleet that delivers product. But there are other companies that service those fleets for other companies, but they have their own fleet too. It could be useful because whether you're going to employ a certain strategy to increase your profitability or you're going to be using a strategy as a service to sell. Either way it's going to work."

Service companies engaged to look at fleets have several options for upselling a client to a more engaged maintenance program, says Holloway. A company hired for a repair on site can also offer to overhaul engines or other equipment before they break down. Even beyond that, a service tech can try to predict if there is a new emerging failure that hasn't been considered.

Holloway says the biggest challenge with imposing a preventative maintenance program is the impatience of business owners. He compares it to a football game — a coach should not necessarily change strategies every time the other team scores. It is better to stick with a proven game plan.

"They manage by the quarter, but you can't manage a business by the quarterly results," says Holloway. "It's foolhardy. A president, a CEO, a manager, a fleet manager, whoever it is, you've got to look at a year plan, a decade plan. You can't go by the daily, monthly or quarterly because that's just foolish. You're going to be constantly changing everything. Your team's going to get frustrated and you're going to be wasting money and time. The problem with some of these new strategies is that you're not going to see an immediate return on your investment. It's going to require elements of change and one of the biggest metrics is time."

This is where a corporate culture becomes important. Every company should have a defining mission statement

"If you're not doing predictive maintenance now, chances are you're wasting money. But if you're not doing preventative maintenance and you're just doing reactive or break down maintenance, you're definitely wasting money."

— Michael Holloway, owner, 5th Order Industry LLC

Michael Holloway will deliver a presentation on the importance of a robust fluids management program at ConExpo-Con/Agg in Las Vegas in March, 2020.

that drives the choices of employees at every level, he says. That focus then allows aspects such as employee skill and competency development and effective resources to be utilized most effectively. But management drives these corporate culture changes.

"There's an old expression, it's either Norwegian or Finnish, but a fish stinks from the head down," says Holloway. "It's the leadership, same with the army or with anything. In football, people either love the Patriots or you hate them, but the bottom line is that (manager Bill) Belichick knows what he's doing. He's a leader. It's a pretty recognizable skill set, the same thing in a maintenance team or a fleet operation or a company, it's always the leadership and it always comes down to that choice."

ConExpo-Con/Agg 2020 will take place at the Las Vegas Convention Center and the Festival Grounds March 10-14. Holloway is scheduled to deliver his presentation, "The Fleet Maintenance Journey: The Importance of a Robust Fluids Management Program," on March 10. For more information, visit www.conexpoconagg.com.

Matt Jones is a freelance writer based in Fredericton, N.B.

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PREVIEW CONEXPO-CON/AGG 2020

Learning opportunities abound at triennial ConExpo-Con/Agg

More than 180 educational sessions are on the program of the massive ConExpo-Con/Agg heavy equipment trade show and the affiliated International Fluid Power Exposition taking place in Las Vegas in March 2020.

The ConExpo educational portion of the triennial event features 10 tracks, including fleet management, technology, safety, and business best practices, says a news release from the show organizers.

"The line-up of programming is not only larger than it has ever been but includes a fresh line-up of speakers stacked side-by-side with core programming that is always highly attended," the release quoted Eileen Dickson, who chairs ConExpo's education committee and is the vice-president of education for the National Ready Mixed Concrete Association.

ConExpo is a production of the Association of Equipment Manufacturers. The AEM's more than 1,000 members include dozens of manufacturers of service trucks and their accessories. Many of those companies — such as Auto Crane, Knapheide, Sage Oil Vac, Summit Truck Equipment, Taylor Pump & Lift, Curry Supply, Maintainer Corporation of Iowa, Vanair Manufacturing, and VMAC — are among the approximately 2,800 exhibitors at the show, to be held at the Las Vegas Convention Center, March 10-14.

The last show, in 2017, drew nearly 128,000 attendees over the week-long event.

Education sessions scheduled for the 2020 ConExpo include the following:

- **The Fleet Maintenance Journey: The Importance of a Robust Fluids Management Program** — March 10, 9:30-10:30 a.m., Westgate Ballroom C. Scheduled speakers are Michael Holloway of 5th Order Industry LLC, and Jami Melani, technical services manager at BP Lubricants USA/Castrol. Learning objectives of the session include proper fluid storage and handling, the cultural change required to improve your maintenance program, and analysis of used oil as an essential metric.



Allie Kelly will discuss the highway of the future.

- **The Ray: Creating the Highway of the Future** — March 10, 10:15-10:45 a.m., and March 12, 12:30-1 p.m., Tech Talks Stage. Scheduled speaker is Allie Kelly, executive director of The Ray, an 18-mile

proving ground on Georgia's Interstate 85 that includes pilot projects such as a solar-powered electric-vehicle charging station and a solar-paved road.

- **Gamification in Fleet Management Systems Systems and Forms Digitization** — March 10, 11 a.m.-12:30 p.m., Westgate Pavilion 9. The scheduled speaker is Guido Perez Manfredini, regional commercial manager at MST Global. Learning objectives of the session include how to integrate gamification in a fleet management system, how to provide feedback to employees to achieve the best performance, and how gamification can promote commitment, teamwork, and improved safety.
- **Gen Z: Finding Your Future Workforce** — March 10, 11 a.m.-12:30 p.m., Westgate Ballroom A. Scheduled speaker is Shannon McKain, a former executive recruiter and NFL cheerleader. The session covers the motivation, values and communication styles of Generation Z as well as social media tips.

- **Reaching Gen Z in Recruitment, Training, and Retention Discussion** — March 10, 11 a.m.-12:30 p.m., Westgate Pavilion 2. Scheduled speakers are Keaton Turner, president of Turning Mining Group, and Thomas Haun, the group's chief operating officer. The session promises an "engaging round table to learn how to apply ideas in any geographic area and for companies of all sizes."

- **Making Data Useful: A Telematics End User's Journey** — March 10, 11 a.m.-12:30 p.m., Westgate Ballroom C. Scheduled speakers are equipment manager Tim Morgan and equipment superintendent Chris Caldwell of Branch Civil Inc. Learning objectives include how to receive buy-in from all stakeholders, from the executive suite to field operations, as well as how Branch Civil's situational awareness room has streamlined data and technology.



Tim Morgan will speak about telematics as an end-user.

- **The Future of Electric Machines on the Worksites** — March 10, 1-2 p.m., Westgate Ballroom B. Scheduled speaker is Shashank Bhatia, senior director of engineering at JLG Industries Inc. Session objectives include how urbanization is driving the need for electric machines, that technology is the key enabler of these changes, and how conveniently located charging stations will benefit electric machines.

- **Best Practices in Equipment Maintenance: Learning from the Fleetmasters** — March 10, 3-4 p.m., Westgate Pavilion 9. Scheduled speakers include Gregg Schoppman principal of FMI; Kevin Schlangen, manager with Dakota County

Fleet Management; Michael Brennan of CDMD Consultants LLC; Gil Gilbert of Strike LLC; and Barry Schlouch, president of Schlouch Incorporated. In this "tell-all" panel discussion, these fleet managers will discuss best practices, how to overcome common challenges, and focus on 17 areas to ensure a well-funded fleet.

- **How to Improve Profitability During the Project Management Life Cycle** — March 10, 3-4 p.m., Westgate Ballroom B. Scheduled speakers are Dan Swasing, chief operating officer, and Rich King, chief financial officer, with Schlouch Inc. The session will focus on the five phases of project management and provide real-life examples of the process, workflow, and reports "to provide accurate information and timely signals to the project team."

- **How to Select Lubricants & Coolants** — March 10, 3-4 p.m., Westgate Pavilion 11. Scheduled speaker is Joseph Giovinazzo, president of Petrocon Corporation. Learning objectives include discovering how to establish a bullet-proof program, facts and myths of hydraulic fluid selection, and understanding the differences in gear oils and greases.

- **The Value of a High Performing Equipment Manager** — 3-4 p.m., Westgate Pavilion 2. Scheduled speaker is Ernest Stephens, corporate equipment manager at Superior Construction. The session will focus on how an equipment manager can give a company an edge in a highly competitive market where bids are often lost by one or two points; and how to marry mechanical knowledge with business skills to realize the benefits of machine data.

- **Mobile Hydraulic Robots: Autonomous Machines** — March 11, 1-2:30 p.m., Room S229. Scheduled speakers are Chris Woodward and John O'Neill of Danfoss Power Solutions. Part of the IFPE education stream, the session "will address some of key decision points that system designers face when developing an autonomous machine."

- **Attracting and Training Your Workforce: Operating Engineers' Innovative Solutions** — March 11, 9:30-11:30 a.m., Westgate Pavilion 1. Scheduled speakers of this moderated panel discussion include Laura Cataldo, senior manager at Baker Tilley, as well as representatives of Wisconsin Operating Engineers, the International Union of Operating Engineers, and contractors. Among the objectives are to explore an online high school pre-apprenticeship curriculum developed by WOE and IUOE.

Massive Las Vegas heavy equipment show returns in March 2020 with a varied line-up of educational sessions



Joseph Giovinazzo will offer advice on selecting lubricants and coolants.

- **Best Practices for Inspecting and Connecting Your Rigging** — March 11, 9:30-11:30 a.m., Westgate Pavilion 6. Scheduled speaker is Jim Canfield, national sales manager at All Material Handling Inc. A certified rigger, he will discuss load limit and load angles, troubleshoot common problems, and perform a hoist/sling loading exercise.

- **Jobsite Safety: A Survivor's Story** — March 11, 3-4 p.m., Westgate Ballroom E & F. Scheduled speaker is Eric Giguere of Safety Awareness Solutions. He used to have a typical safety attitude that accidents happen but not to him — until one nearly killed him. His presentation describes the event, how proper safety features could have prevented it, and the lasting impact it has had on his life.

- **Online Auctions Vs. Traditional Auctions: How to Buy and Sell** — March 11, 3-4 p.m., Westgate Pavilion 11. Scheduled speakers are Elli Murray, Evan Welch, and Mitch Helman of Sandhills Global. The sessions compares the advantages and disadvantages of buying equipment through traditional and online auctions.



Graham Brent will talk about crane industry qualifications.

- **Qualifications in the Crane Industry: What Does it Take?** — March 11, 3-4 p.m., Westgate Pavilion 6. Scheduled speakers are Thom Sicklestee, CEO of the National Commission for the Certification of Crane Operators, and CEO of the NCCCO Foundation. They will discuss recent wide-ranging revisions to federal Occupational Safety and Health Administration qualifications for crane operators, riggers and related vocations. Learning objectives include understanding the differences with training, certification, and evaluation.

- **A Construction Tech Odyssey: From Today to 2025** — March 12, 9:30-10:30 a.m., Westgate Ballroom A. Scheduled speaker is Kris Lengieza, director of business development at Procore Technologies. The session will explore such trending technologies as drones, Internet of Things, robotics, big data, and automation to help you evaluate which might work for your teams and projects.



PREVIEW

- **Constructing Opportunity with Veterans** — March 12, 9:30-10:30 a.m., Westgate Ballroom C. Scheduled speaker is David Coe, senior vice-president of strategic programs at Orion Talent. The session will cover the many skills veterans possess — such as in heavy equipment operation, engineering, and electrical — that can transfer immediately to the construction industry.
- **Maximizing Shop & Facility Efficiency** — March 12, 9:30-10:30 a.m., Westgate Pavilion 2. Scheduled speaker is Michael Brennan of CDMD Consultants LLC. Learning objectives include steps to develop “an effective and affordable preventive maintenance program and a more efficient shop.”
- **Economic Outlook** — March 12, 9:30-10:30 a.m., Room S230. Scheduled speaker is Michael Reid, senior economist with Oxford Economics. Part of the IFPE education stream, the session will conclude with U.S. industry-specific forecasts and scenarios.
- **Additive Manufacturing: An Emerging Opportunity** — March 12, 11 a.m.-12:30 p.m., Room S229. Scheduled speaker is Vince Anewenter, director at Milwaukee School of Engineering’s Rapid Prototyping Center. Part of the IFPE education stream, the session includes a comprehensive review of additive manufacturing technologies as well as guidelines on how to deliver maximum value from those technologies.
- **Failure to Launch: The Real Reasons Technology Deployments Fail** — 11 a.m.-12:30 p.m., Westgate Ballroom A. Scheduled speaker is Tannis Liviniuk, CEO of Trillium Advisory Group. The session will discuss those reasons, such as architecture decisions, adaptation, and buy-ins, as well as strategies to navigate the uncertainties.
- **Safety Training Ninja** — 11 a.m.-12:30 p.m., Westgate Pavilion 6. Scheduled speaker is Regina McMichael, president of the Learning Factory Inc. Learning objectives include making compliance training interesting.
- **Why a Diverse and Inclusive Workforce Matters for Your Business** — 11 a.m.-12:30 p.m., Westgate Ballroom C. Scheduled speakers are Jimmy E. Greene, CEO and president of Associated Builders & Contractors, and J.P. Giometti, executive director of global strategy and business development at HCSS. Objectives include learning about implicit and unconscious bias and how to foster a culture of inclusion.

• **Developing a Driver Safety Culture with Real ROI** — March 12, 1-2:30 p.m., Westgate Pavilion 6. Scheduled speaker is Bill Heborn, program manager for specialized transportation at NBIS. The session includes a review of the Federal Motor Carrier Safety Administration safety management cycle and Federal Motor Carrier Safety Regulations.

• **Why Certification Matters: Safety's Competitive Advantage and the Value of Certification** — March 12, 3-4 p.m., Westgate Pavilion 6. Scheduled speakers are Bradley Sant, senior vice-president of safety and education with the American Road & Transportation Builders Association, and Joshua Franklin, senior director of strategic advancement with the Board of Certified Safety Professionals.

• **Preventative Maintenance** — March 13, 9:30-10:30 a.m., Westgate Ballroom C. Scheduled speaker is Michael Holloway of 5th Order Industry LLC. Session objectives include learning how to develop key performance indicators for preventive and predictive maintenance strategies.

• **Opioids In Construction** — March 13, 11 a.m.-12:30 p.m., Westgate Pavilion 6. Scheduled speaker is Jenny Burke, senior director of advocacy with the National Safety Council. The session examines how to address and prevent substance use disorders, including reducing stigma and other barriers.

• **Fatigue in the Work Place** — March 13, 1-2:30 p.m., Westgate Pavilion 6. Scheduled speaker is Emily Whitcomb, senior program manager with the National Safety Council. Objectives include learning how fatigue decreases productivity, increases the risk of injury, and is financially costly for employers.

• **DPF Cleaning: Protecting Your Tier 4 Investment** — March 13, 1-2:30 p.m., Westgate Ballroom C. Scheduled speaker is Jeremy Anderson, national sales manager at FSX Equipment. The session will cover the pros and cons of methods for cleaning diesel particulate filters as well as how aftertreatment system components work and their potential pitfalls.

• **Unpacking the Digital Twin** — March 14, 11-11:30 a.m., Silver 3 Tech Talks Stage. Scheduled speaker is Matt Wheelis, head of global business development at Leica Geosystems Inc. The session will discuss how the “digital twin” concept — a computerized version of a physical asset or process such as an aircraft engine — has entered the construction realm.

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PREVIEW CONEXPO-CON/AGG 2020

How to choose the right lubricants and coolants

Industry veteran Joseph Giovinazzo offers advice during Con-Expo-Con/Agg educational sessions

MATT JONES

A variety of options abound when it comes to lubricants and coolants, but how do you choose the right one for your specific application?

With over a quarter-century in the oil industry, Petrocon President Joseph Giovinazzo is more than qualified to answer that question. At ConExpo-Con/Agg 2020, Giovinazzo will share his knowledge during a presentation titled "How to Select Lubricants & Coolants."

Along with advice about the different types of coolants and lubricants, Giovinazzo will also help attendees keep abreast of new developments in the industry. Currently, one of the biggest pushes is on viscosity.

"The oil companies and engine manufacturers are trying to push the lighter viscosity oils," Giovinazzo said in an interview with *Service Truck Magazine*. "In the diesel world, it's always been a 15w40 or 540 synthetic and the 10w30s now have gotten a lot of popularity. So there's been a lot of confusion in the marketplace as to who should be using it, (and) how it should be used."

Giovinazzo related the story of a construction company in Pennsylvania that he visited which had converted to 10w30 and had lost some dump truck engines due to excessive wear. Transitioning from one type of fluid to another has to be done carefully with consideration for what is actually required.

"Over-the-road trucking drives that," he said. "You have some of the oil sales reps or distributor oil sales reps out there pushing it, trying to gain business, using that marketing tactic that, 'hey, you should be on the new technology, should be on the 10w30,' not really paying attention to the application of what those trucks are — high idle times, low

miles per year, the heavy loads of high horsepower engines. They're built to need some of that film strength. Pushing 10w30 where 15w40 should be, you're going to get some wear."

Heavy equipment focus

Giovinazzo's presentation will focus mostly on the heavy construction and mobile equipment side of things. These topics will be of interest for service truck operators, he noted, as they are often the ones who are actually tasked with repair and maintenance of those larger pieces of equipment. But difficulty choosing the right lubes and coolants is not exclusive to larger equipment — it can impact service trucks themselves.

Different hydraulic fluids, for example, are often thought to be the same, with the main considerations being ambient temperature and moisture contamination. But the recommendations for what fluid should be used are often based on the components.

"So when it comes to a spec, you'll see these manufacturers use the tolerance specifications of the individual components. Those are based on the tolerances of the pump, the tolerances of the bow. But it doesn't always make it to the point where it's consistent. Consider in what application it will be used. Is a variable speed pump in a piece of equipment that is heated or is it sitting outside at ambient temperature? And what climate is that vehicle sitting in. All those parameters play into what specification the fluid should be."

The highest-level take-away from Giovinazzo's presentation, he says, should be that there is a real need for education and training about coolants and lubricants.



Choosing the right antifreeze and oil is crucial for equipment.
Photo by IndyEdge/iStockphoto.com

Monitoring vital signs

"Your most valuable asset is the guy monitoring the blood of this equipment, the oil and the antifreeze," says Giovinazzo. "If they get that wrong, it doesn't matter how expensive the machine is — if they get that wrong that thing will never perform properly and will cause you X amount of dollars in maintenance. So you need to get them the right education, but how do you get that guy trained? Who's going to train them?"

"Your most valuable asset is the guy monitoring the blood of this equipment, the oil and the antifreeze. If they get that wrong, it doesn't matter how expensive the machine is — if they get that wrong that thing will never perform properly and will cause you X amount of dollars in maintenance."

— Joseph Giovinazzo, president, Petrocon

The companies that employ service truck operators will do the best they can, but their efforts are often limited by budgetary and scheduling concerns. Giovinazzo would like to see the manufacturers take the lead in this effort.

"The best source of information comes from the guys building the product," Giovinazzo said. "Whether it's the equipment builder or the oil manufacturer themselves. Most oil manufacturer sales reps are pretty well trained. Where I see the big gap is at the distributor level. Where the guys in the marketplace that are now delivering the oil, there's a big gap in training and knowledge. I think the oil companies are doing a better job than they were doing three or 10 years ago. But there's a big turnover in that industry."

In the absence of effective advice from distributor reps, many operators will be relying on the owner's manuals. These are good under normal, ideal circumstances. But the industry often runs in other conditions.

"If they run into a special application and they're having a problem, they really need to be able to reach out to somebody," Giovinazzo said. "They can do that with the oil supplier they're working with and they can get access to a field sales rep. It's just unfortunate, because what I see in reality is they're getting their advice from the distributor rep at best, and if that advice is not good, that distributor rep is never going to tell them, 'Oh, I don't have that experience,' or 'I'm not sure.'"

"How to Select Lubricants & Coolants" will be presented March 10, 3-4 pm., at the Las Vegas Convention Center's Westgate Pavilion 11.



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PREVIEW CONEXPO-CON/AGG 2020

Photos courtesy of The Ray

The Ray route tests transport innovations

Georgia highway drives into the future

SAUL CHERNOS

Roadside facilities that check tires for safety. Charging stations for electric vehicles. Pavement made from recycled rubber tires. Streets that communicate with vehicles. The highway of the future is coming to you now along an experimental 18-mile stretch of Interstate 85 south of Atlanta.

Named after industrialist Ray Anderson, the founder of modular carpeting manufacturer Interface, the Ray C. Anderson Memorial Highway is home base for testing up-and-coming transportation technology.

The test route is called The Ray — www.theray.org — and runs between the Georgia-Alabama state line and Exit 18 at LaGrange, southwest of Atlanta.

"It's the highway of the future so it should have a cool sounding name," said Allie Kelly, executive director of The Ray, which operates as a 501(c)3 nonprofit charity under the umbrella of the Ray C. Anderson Foundation.

In development for five years, The Ray already has multiple components in place, built in collaboration with the Georgia Department of Transportation (GA DOT), the U.S. Federal Highway Administration (FHWA) and various private-sector technology partners.

Rest-stop solar

One undertaking has work crews embedding recycled rubber tires into small sections of pavement. Not only does this divert tires from landfills, it enables the state DOT to use a looser type of gravel that lets the road bed absorb increased volumes of water, reducing surface ponding and pooling. "It will make it easier to see and drive in inclement weather," Kelly said, adding that motorists travelling on rubberized asphalt can expect a quieter ride and, when it's raining, reduced splash-back and risk of hydroplaning.

Also added to the pavement — albeit at just one rest stop access lane — is a small patch of solar-generating silicon cells known as the Wattway Solar Road. The solar cells, encased in thin, durable material to protect them from the weight of vehicles, are glued as strips on top of the pavement in a pilot project developed by The Colas Group, a French company. "Interstate lanes are completely exposed to the sun all day long," Kelly said, adding that power the solar cells generate is directed to the rest area, greening its energy supply.

The Ray is also installing a one-megawatt solar array with 2,600 ground-mounted high efficiency solar panels 40 feet from the edge near southbound exit 14. It's one of the first roadside right-of-way solar projects Georgia Power has ever done, Kelly said.

There's more. GA DOT and Kia Motors America collaborated on an electric vehicle charging station at a rest area near the Alabama border. It's free to use, boosts batteries by up to 80 per cent in 20 minutes or less, and has enabled electric travel between the Georgia and Alabama state capitols. "Anyone driving an electric vehicle with a smaller battery, like a Nissan Leaf or a Chevy Bolt did not

have enough battery range to go from Montgomery to Atlanta until we installed the charging station," Kelly said.

Drive-through tire check

The Ray also offers a drive-through tire safety station. Manufactured by WheelRight, a British company and installed in 2016, the station is also free to use. Motorists drive at a low rate of speed over equipment that assesses tire pressure, remaining tire track and sidewalls, looking for signs of damage and wear. The station accommodates vehicles with four tires or more, including cars, trucks, buses and tractor-trailers. The only exception is motorcycles because the wheels don't align with the diagnostic sensors.

The Ray is also engaging the world of connected and autonomous vehicles, where vehicles and roadways can have virtual conversations about everything from traffic tie-ups to slippery conditions. "We're installing special striping and signage," Kelly said, detailing collaboration with materials manufacturers such as Panasonic to enable a test bed for technology that would alert drivers over a video touchscreen.

"We're trying to provide an opportunity for the next generation of smart vehicle and smart track technology," Kelly said. "Most of our (vehicle) OEMs have a technology that they're working with and a timeline about 2021 to 2023 to convert all their vehicle models to being connected."

The hope here is large freight trucks will eventually be able to platoon safely. "We want them to be able to utilize that kind of technology and nestle right behind each other in train and take advantage of the efficiencies and safety improvements," Kelly said, referring to fuel savings and the ability to prevent cars from weaving excessively between lanes.

"As we see advanced transportation and vehicle technologies evolve and arrive, we want to be a place in the United States where they can be tested not on someone's private test track but in a real-world environment," Kelly said. "We're working to provide the data and physical infrastructure on the pavement and on the sides of the road, with the signage and the connectivity."

Roadside wheat planted

While most of the route's features relate directly to motorists and their vehicles, some are aimed at reducing the heavy environmental footprint of motorized traffic. Where the roadside solar panels are located, for instance, The Ray has foregone gravel and turf grass in favor of native flowering vegetation chosen to provide habitat for bees, butterflies and other pollinators.

And, eying the environment's intertwined relationship with the economy, The Ray is planting perennial wheat instead of traditional grass on the roadsides. This cultivated breed is considered environmentally friendly because it reseeds annually on its own and isn't genetically modified.

"The transportation sector is the number one contributor to airborne carbon in the United States," Kelly said. "This wheat has been shown to sequester and absorb carbon from the atmosphere and store that carbon deep in its root structures."

The wheat's deep roots also help it withstand cold, heat and drought, which climate scientists expect will increase

"As we see advanced transportation and vehicle technologies evolve and arrive, we want to be a place in the United States where they can be tested not on someone's private test track but in a real-world environment. We're working to provide the data and physical infrastructure on the pavement and on the sides of the road, with the signage and the connectivity."

— Allie Kelly, executive director, The Ray



The Ray C. Anderson Memorial Highway is home base for testing up-and-coming transportation technology.



The Wattway Solar Road is currently a small patch of solar cells at a single rest stop.



The Ray is also installing a one-megawatt solar array.



Kia Motors America collaborated on an electric vehicle charging station at a rest area near the Alabama border.

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PREVIEW CONEXPO-CON/AGG 2020

How safe is safety training?

ConExpo-Con/Agg session to explore third-party certification

SAUL CHERNOS

Safety isn't the afterthought it may have been in days gone by. Companies that make safety an everyday practice not only protect their personnel but also boost productivity and profitability. The question is, how to know your safety training is up to snuff.

Two safety veterans aim to address that question and others during an educational session at the triennial ConExpo-Con/Agg heavy equipment trade show in Las Vegas this March.

The session, titled Why Certification Matters: Safety's Competitive Advantage and the Value of Certification, features Bradley Sant, senior vice-president of safety and education with the American Road & Transportation Builders Association, and Joshua Franklin, senior director of strategic advancement with the Board of Certified Safety Professionals. It takes place March 12, 3-4 p.m., in Westgate Pavilion 6.

With members ranging from contractors, engineers and project planners and designers to equipment manufacturers and material and service providers, ARTBA advocates on behalf of transportation-related infrastructure construction.

BCSP, a non-profit organization, offers independent, third-party certifications accredited by the American National Standards Institute (ANSI), a Washington, D.C.-based non-profit that oversees the development of voluntary standards for products, services, processes, systems, and personnel in the U.S. and is tied in with the International Standards Organization (ISO). (ANSI's equivalent north of the border is the Canadian Standards Institute, or CSI).

All this might sound like alphabet soup, but ARTBA and BCSP and the global network of standards bodies are key to independently accredited credentialing in workplace health and safety.

ARTBA, for instance, offers the only transportation construction safety certification program internationally accredited by ANSI — the Safety Certification for Transportation Project Professionals (SCTPP).



"You've got to be curious in order to fix hazards, you have to know you have control, and impact comes when you're letting the person next to you go home without losing a day due to injury. They didn't drop a load off a forklift. They didn't run over someone's foot with a truck."

— **Joshua Franklin, senior director, Board of Certified Safety Professionals**

Accreditation often lacking

"A lot of organizations say they do certified training, so we started looking into what that really means," Sant told *Service Truck Magazine*. "We found out there are literally hundreds, maybe even thousands, of organizations in the U.S. that say they do some kind of a certified safety training or education, and the shocking part is we learned that only 30 or 40 of those programs are independently accredited."

Some manufacturers, service providers and even trade associations use the word certified, yet it's often apparent there's no independent, third-party oversight. On the other hand, ISO and national bodies such as ANSI and CSI follow rigorous protocols to offer an arms-length assessment to determine if training program features have actual substance, Sant said.

For the SCTPP credential to be accredited by ANSI, ANSI audited ARTBA's financial viability and record keeping and examined every process and component of the certification program. Further, ongoing audits are meant to ensure SCTPP meets the ISO-17024 standard designed for this type of personnel credentialing.

"It tells the person who depends on that certification that it means something," Sant said. "It's not just me saying it's good. It's actually had someone else look at it and continue to look at it."

The SCTPP program is aimed at people involved in different aspects of road construction. While ARTBA doesn't certify automotive and other heavy equipment technicians and mechanics, these individuals benefit indirectly from being safety certified whenever they pass through a construction zone or service road-works equipment onsite.

Aimed at decision makers

"It's aimed at people who are making decisions that impact the safety of workers on projects and the public who are driving through projects," Sant said, adding ARTBA's SCTPP credential is partly in response to the lack of national, government-backed

"We found out there are literally hundreds, maybe even thousands, of organizations in the U.S. that say they do some kind of a certified safety training or education, and the shocking part is we learned that only 30 or 40 of those programs are independently accredited."

— **Bradley Sant, senior vice-president, American Road & Transportation Builders Association**



File photo by Keith Norbury

Don't be a dummy when it comes to safety.

standards for safety in roadway work zones. "For the past 20 years we've had around 700 people annually killed in work-zone-related accidents, and those numbers haven't moved, so we're trying to raise the level of competency of the industry," Sant said.

The outside attention the audits provide shows up in SCTPP's practical aspects. While applicants may study wherever and however they wish, they must pass an independently produced exam to gain certification. Testing is conducted in person by authorized testing organizations, proof of identification is required, and cellphones are checked at the door to keep things honest.

While SCTPP is industry specific, aimed at transportation work sites, BCSP provides eight separate, more general ANSI-accredited certifications for safety, health and environmental professionals in more than 100 countries. "These range from everything from the front-line supervisor all the way to the full-time safety and health professional," the organization's Joshua Franklin said, describing them as industry-agnostic save for a couple construction-specific exceptions.

One key BCSP offering, available since 1969, is Certified Safety Professional (CSP). "If you're the safety person or point of contact for any big company, you prob-

ably have a CSP," Franklin said, noting the Canadian equivalent is the Board of Canadian Registered Safety Professionals (BCRSP). "There's about 19,500 CSPs around the world right now," Franklin said, describing a mix of mid-level managers, frontline supervisors and trainers.

While any safety program looks to protect people and assets, Franklin said research shows an emphasis on workplace safety increases employee satisfaction, motivation, engagement, productivity, efficiency and operational effectiveness. All these, he said, ultimately factor into profitability.

Be curious about safety

And, what goes around comes around. Personnel who are motivated to be curious and have a sense of control and impact on the job are likely to operate with safety in mind. "You've got to be curious in order to fix hazards, you have to know you have control, and impact comes when you're letting the person next to you go home without losing a day due to injury," Franklin said. "They didn't drop a load off a forklift. They didn't run over someone's foot with a truck."

One sign that employers recognize and support certification-based safety training is in the higher pay levels accorded to personnel who have passed the approved exams. In 2018, more than 10,000 respondents to a survey reported those with a CSP designation earned a base annual salary up to \$30,000 more than those lacking the designation.

"It's reflective of employers recognizing the importance of certification, especially in safety and health," Franklin said. "And it goes across industries. If there's a company out there that really wants to figure out how to get their employees to buy in on this whole safety thing, a certification can change a jaded supervisor into one who, for the first time, owns responsibility for safety in their organization."

For more information about ConExpo-Con/Agg, taking place March 10-14 at the Las Vegas Convention Center, visit www.conexpoconagg.com.





PREVIEW CONEXPO-CON/AGG 2020

OSHA focuses on four safety hazards

What can potentially go badly for service truck personnel in the field?

The U.S. Occupational Health and Safety Administration (OSHA) breaks potential deadly mishaps into four main categories.

1. Falls: While industrial platforms and buildings can pose particular risks, so too can big trucks, says Joshua Franklin of the Board of Certified Safety Professionals.

2. Struck by: "This has everything to do with vehicle and equipment strikes," Franklin says.

3. Caught in/caught between: Can involve trenches, rotating equipment, roll-overs and equipment maintenance.

4. Electrocution: Watch for potential exposure to poorly maintained cords, tools and other electrical hazards.

"The OSHA Focus Four are something to at least start with," Franklin says. "They don't cause the majority of injuries, but they do cause the majority of severe injuries. If you're going to get hurt badly, it's probably going to be one of these four hazards."

— Saul Chernos



Beware of electrocution perils and three other safety hazards.

iStockphoto.com/KatarzynaBialasiewicz

The Ray *continued from page*

in intensity and frequency. "As we get more extreme weather, it's difficult for plants to continue to be resilient, especially on the interstate roadsides where conditions are already brutal," Kelly said, adding that roadside vegetation prevents erosion and sediment from entering waterways and causing pollution from excess nutrients.

From an economic standpoint, The Ray's project team is exploring the wheat's potential as a sustainable fiber for manufacturing. Roadside vegetation isn't fit for human consumption, but manufacturers could use it for single-use items such as diapers and facial and toilet tissue. "We might be able to engage activities on the sides of the road that are more productive than they are right now," Kelly said. "We grow turf grass, mow it every eight to 10 weeks and spray it with pesticides hoping it survives. This would be a true paradigm shift."



The Ray is planting perennial wheat instead of grass on the roadsides.

Service truck relevance

All this brings us to mechanics' service trucks, which ultimately stand to use the same features as other motorists on The Ray and other roadways where similar features are being tested for eventual mainstream use. Florida has its SunTrax program and Ohio has dedicated millions of dollars to a test track, for instance, so The Ray has company.

"We're entering a new chapter in transportation," Kelly said. "With more and more electric vehicles on our roads, service providers will need to have some familiarity and fluency with how electric vehicles operate and how to work on those vehicles. Gaining those kinds of skills now will help service providers be ready to take advantage of the opportunities."

Want to learn more about The Ray and highways of the future? Allie Kelly is scheduled to tell the story of The Ray at ConExpo in Las Vegas in March 2020. www.conexpoconagg.com

Saul Chernos is a freelance writer based in Toronto.



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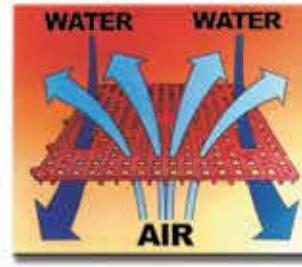
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PREVIEW CONEXPO-CON/AGG 2020

Fleet masters to offer their insights on equipment maintenance practices

Award winners to hold panel discussion at ConExpo-Con/Agg in Las Vegas this March



MATT JONES

Four Fleet Masters Award winners are among the five experts slated to take part in a panel discussion on best equipment maintenance practices at ConExpo-Con/Agg this March in Las Vegas.

"We're going to talk about some of the reasons why we did win these awards and what we had for best practices," said Kevin Schlangen, fleet manager with Dakota County Fleet Management, winner of a 2017 Fleet Masters Award. "We're going to talk about different programs and what we've done and what are the standouts."

Presented annually by the Association of Equipment Management Professionals and *Construction Equipment Magazine*, Fleet Masters Awards recognize professionals who "go above and beyond in meeting the challenges inherent in cost-effective, efficient and effective management of mixed fleets," notes a posting on the AEMP website, www.aemp.org.

Other Fleet Masters Award winners scheduled to join Schlangen on the ConExpo panel will be Gil Gilbert, director of fleet operations, infrastructure and integrity at Strike LLC (also a 2017 winner); Barry Slouch, president of Schlouch Incorporated (a 2016 winner); and Michael Brennan, principal asset consultant at CDMC Consultants LLC. (Brennan was formerly a fleet services division manager with Florida's Manatee County, which won Fleet Masters Awards in 2009, 2013 and 2015.)

Also on the panel is Gregg Schoppman, a principal with FMI Corporation (FMI stands for Fails Management Institute).

The session — titled "Best Practices in Equipment Maintenance: Learning from the Fleetmasters" — takes place March 10, 3-4 p.m., in Westgate Pavilion 9 at the Las Vegas Convention Center.

Service trucks at the center

Service trucks are at the heart of many of the initiatives and programs that the panel will discuss, Schlangen told *Service Truck Magazine*. While it's easy to focus on equipment or fuel purchases or organizational initiatives, they only tell half the story. None of that would work without proper maintenance and repair.

Kevin Schlangen, fleet manager with Dakota County Fleet Management (center) and fleet supervisors Steve Lenertz (left), and Jeff Morgan accept a 2017 Fleet Masters Award.
Photo courtesy of Dakota County Fleet Management

"The nuts and bolts come down to what you do for the daily repair and maintenance, your preventative maintenance schedules, how you track that. How are you staying on task with them? Are you checking the right things? Are you maintaining them at the right intervals?"

— Kevin Schlangen, fleet manager, Dakota County Fleet Management

"The nuts and bolts come down to what you do for the daily repair and maintenance, your preventative maintenance schedules, how you track that," Schlangen said. "How are you staying on task with them? Are you checking the right things? Are you maintaining them at the right intervals? All those things add up to whether or not the asset is going to be available for your user groups when they need it. Ultimately, that's what you're supposed to be providing — the assets the user needs to do their job."

Schlangen is the odd man out of the announced participants — while most represent private companies, Schlangen works with the government of Dakota County, Minn. Schlangen helped drive the department's adoption of initiatives involving benchmarking, telematics, greenhouse gas emission reductions, improvements in fuel economy, and a mentorship program. One of the big topics for discussion will be how the participants achieved these improvements and what challenges had to be overcome.

"Something that I believe everyone sees as a huge challenge is just getting people to accept the change or to do something differently," Schlangen said. "So often, every organization experiences this and people say, 'We've always done it this way.' Getting people to think of a situation from a different angle and getting people to buy in and actually be part of the discussion can be difficult. People, a lot of times, just don't want to change what they're doing."

Employing a business model

For Dakota County, Schlangen said, a big part of earning that acceptance of change was having a fleet council — a fleet user group with all the different departments that have equipment within the county having a seat at the table to discuss lead issues. In this way, Dakota County is able to track which departments have what equipment and what their specific needs are. In the government sector, Schlangen noted, employees often don't think about their work as a business, as their efforts are supported by taxpayers.

"For us, we're looking at it more as a business model on how we address our customers and each of our user groups even though they don't own the equipment. We need to

be able to provide the right services and have the right contact and connection with them on how their needs are going to be met through the use of the equipment and how we're going to provide the right services for them, that the equipment is going to be available when they need it, that their staff is going to be able to deliver the programs that the taxpayers are expecting from us."

The fleet council is one example of the importance of effective communication with employees. Schlangen advised that "you can't bring everything in with a sledgehammer." A lighter touch, involving pilot projects and incremental change, will encounter far less resistance than trying to change too much at once. Generational differences also play a part in that. Schlangen has been with the county for almost 30 years. About a decade ago, those on his 14-man crew each used to have around 30 years of experience. Now, because of retirements, the average age of the team is around 30.

Engaging with a new generation

"Baby boomers were a little more likely to just do as you're told, as long as nobody was getting hurt. Now, it's more why, why, why? There are a lot of questions. And I'm not saying it's a bad thing. It's just that it's different. If you aren't going to change with it and make sure that they're involved in the process from the very beginning, they're not going to be on board and they're going to be fighting every step of the way. It does change the way that you have to engage with them."

The millennial workforce does not simply provide challenges, though; young workers have their own strengths as well. As one would expect, a people who grew up with computers, video games and cellphones are extremely tech-savvy and able to adapt quickly to new technology.

"How quickly they can catch onto these different concepts is amazing," Schlangen said. "They can use the different electronic troubleshooting in the computer systems and just instantly understand them. And then the next thing you know, they're on their smartphone and they're checking out a YouTube video on how to troubleshoot something. They understand and embrace the technology."

Regarding best practices for service trucks, Schlangen said that from his perspective, an important factor is ensuring that the county's three service trucks are properly outfitted with equipment to protect the safety of his workers. A service technician with the county may be required to change tires on some very large equipment — a crane or a lift gate allows them to perform that task without injuring themselves.

"Here in Minnesota, we had seven inches of snow this morning," Schlangen said. "When somebody catches something and rips off a wing or a front plow, we need a service truck that can go out there, retrieve the pieces that got damaged, load it in the back and bring it back to an area where you're not on the side of the road with all the traffic buzzing by. You need to have the right tools on board. All these things need to be taken into consideration on how you set up that service truck correctly."

For more information on ConExpo-Con/Agg 2020, visit www.conexpoconagg.com

Matt Jones is a freelance writer based in Fredericton, N.B.





PREVIEW CONEXPO-CON/AGG 2020

New compressor and lube skid launched

American Eagle Accessories Group will display a new light-weight air compressor and a new aluminum skid at its booth at ConExpo-Con/Agg in Las Vegas this March 10-14.

The 40P above-deck hybrid reciprocating compressor controls weight by pairing aluminum and cast steel, says a news release from American Eagle, which is a subsidiary of Garner, Iowa-based service truck manufacturer Stellar Industries Inc.

The compressor produces up to 40 cubic feet per minute of air at up to 250 pounds per square inch. The unit has a dry weight of 240 pounds and a mounting envelope of 30.44 inches long by 20 inches deep with a height of 22.68 inches.

The new LubeMate lube skid, made with 3/16th inch aluminum, "offers a 30 percent weight reduction over its steel counterpart," says the news release. It will be available in three mobile standards: V-110 (55 gallons of new oil, and 55 gallons of salvage oil); V-120 (two 40-gallon tanks of new oil, and 49 gallons of salvage oil); and V-160 (two 40-gallon tanks of new oil, and 80 gallons of salvage oil).

Both products were also being displayed at American Eagle's Work Truck Show booth (3367) in Indianapolis the week before ConExpo, where American Eagle will exhibit in booth S60829.

For more information, visit www.americaneagleacc.com.



New 40P compressor produces up to 40 cfm of air.



New aluminum LubeMate lube skid weighs 30 percent less than a steel counterpart.



Our Aluminum Ranger Service Body was designed as a compact unit for service trucks needed for smaller, lighter & faster applications such as narrow streets, low clearance parking garages, hard-to-get places, weight restricted roads, quick service calls & much more.

Truck heater makers displays wares

France-based climate control specialist Eberspaecher Kalori will exhibit solutions in evaporation, heat exchanging and air conditioning at ConExpo-Con/Agg in Las Vegas this March.

The company's new HK EVO4 head liner, for example, "is especially suitable for harsh environments or very hot temperatures," noted a recent news release. "The very thin ceiling air conditioner with a power of 10 kW is designed for large cabins. It is also available in A/C evaporator versions."

Eberspaecher's product range includes high-voltage solutions and lower-voltage packages for HVAC systems that "reliably guarantee a constant temperature and optimal airflow in the driver's cab," the release said.

The company's Airtronic air heater, meanwhile, preheats a cab to an ideal temperature at the start of the day. A compact fuel-operated device, it can be installed in tight spaces, the company says.

"If the cab and the engine need to be preheated the engine-independent Hydronic water heater is the solution of choice," the release said. "Fuel consumption is low and because of its brushless motor, the system is very quiet. The heat to the cab is distributed via the vehicle's heat exchanger."

Eberspaecher will occupy booth B-92725 at ConExpo, taking place March 10-14 at the Las Vegas Convention Center.

For more information about Eberspaecher, visit www.eberspacher.com.



(From left) Thomas White, John Dennehy, Brett Kaechle, and Tom Stencil work the Eberspaecher/Espal stand at the 2018 Work Truck Show in Indianapolis.

File photo by Keith Norbury



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Our Aluminum Ranger Service Body was designed as a compact unit for service trucks needed for smaller, lighter & faster applications such as narrow streets, low clearance parking garages, hard-to-get places, weight restricted roads, quick service calls & much more.

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NEWS

Summit speaker announced

An executive with Daimler Trucks North America will be the keynote speaker at the Green Truck Summit in Indianapolis in early March.

Sean Waters, vice-president of product compliance and regulatory affairs for the truck maker, will deliver his address on March 3 at 8:45 a.m., said a news release from the National Truck Equipment Association, which organizes the summit in conjunction with the Work Truck Show as part of Work Truck Week.

"Waters will discuss the future of trucks powered by electricity, diesel fuel and hydrogen fuel cells," the release said.

Work Truck Week takes place March 3-6 at the Indianapolis Convention Center just as this edition is going to press.

In addition to his work with Daimler, Waters chairs the Truck and Engine Manufacturers Association.

"Waters' deep knowledge of vehicle emissions and greenhouse gas standards makes him an ideal keynote speaker for the Green Truck Summit," the news release quoted Doyle Sumrall, NTEA managing director. "We look forward to learning more about how regulatory standards affect what strategies and technologies companies are using on the path toward zero emissions."

For more information about the Green Truck Summit and the Work Truck Show, visit www.worktruckshow.com.



Sean Waters

Iowa firm strikes gold with AEM

Service body manufacturer Stellar Industries Inc. is among 25 winners of Advocates Program Gold awards from the Association of Equipment Manufacturers.

The AEM presented the awards at its recent annual conference of member companies.

In addition, one AEM member company — Weiler — earned the Pillar of the Industry Award, the program's highest honor, for achieving Gold status for five straight years.

"These companies are helping lead the way for our advocacy efforts and we want to publicly thank them for their outstanding commitment and participation," AEM President Dennis Slater said in a news release announcing the awards. "They are on the front lines as we educate lawmakers on the importance of the off-road equipment industry and manufacturing to local economies and quality of life throughout America."

Located in Garner, Iowa, Stellar Industries is an employee-owned company founded in 1990. Its products include mechanics trucks, truck cranes, lubes trucks, compressors, and drawer systems.

The Advocates Program recognizes AEM member companies for helping advance the equipment industry's policy priorities through such efforts as the I Make America grassroots advocacy program.

Other 2019 Gold Award winning companies included Caterpillar Inc., Cummins Inc., Deere & Company, Doosan Bobcat, Komatsu America Corp., Vermeer Corporation, and Volvo Construction Equipment.

Deere & Company was also among three companies honored recently as 125-year members of the AEM, which celebrated its 125th year in 2019. The other two 125-year honorees were AGCO Corporation (Massey Ferguson), and CNH Industrial America LLC.

Sixteen other AEM member companies received "milestone member" status. They included Palfinger North America, one of 14 companies to reach the 25-year mark with the AEM.

Headquartered in Milwaukee, AEM represents more than 1,000 companies, including dozens of manufacturers of service trucks and accessory equipment.

For more information, visit www.aem.org.



Glen Schulz, sales manager for the industrial trailers division of American Eagle Accessories Group, a Stellar Industries Inc. subsidiary, promotes one of the division's products bearing the I Make America symbol at the 2019 International Construction & Utility Equipment Exposition in Louisville, Ky.



Attendees check out a service body on display at the annual AED Summit Meeting and Condex in Chicago this January.

Equipment distributors hold annual summit

Ron Barlet is the new chair of the Associated Equipment Distributors.

The president of Placentia, Calif.-based Bejac Corporation, Barlet was elected to the position at the AED's annual Summit Meeting and Condex this January in Chicago, the association reported on its website.

Other highlights of the event, which took place Jan. 14-17 at the Hyatt Regency Hotel in Chicago, included the following:

- Jim Behrenwald of AIS Construction received the Morton R. Hunter Sr. Distinguished Industry/Association Contribution Award;
- Michael Vazquez of MECO Miami received the Chairman's Award;
- Diane Benck of West Side Tractor Sales received the P.E. MacAllister Democracy Award;
- Liebherr Construction Equipment Company received the Foundation Partner Award;
- LBX Company received the Foundation Champion Award;
- Steve Johnson of The AED Foundation received the Lester J. Heath III Award; and
- Jonathan Campbell of Wheeler Machinery received the Paul D. (Bud) Hermann Emerging Leaders Award.

The AED Foundation meanwhile handed out eight 2019 Technician of the Year Awards to the following:

- Clayton Kennon from SMS Equipment (Canada);
- Randy Ciolkosz from Miller-Bradford & Risberg Inc. (Great Lakes);
- David R. DeGood from Bobcat Enterprises, Inc. (Midwest);
- Steve French from Rock & Recycling Equipment LLC (Northeast);
- Loren O'Connor from Sunstate Equipment Co. LLC (Rocky Mountains);
- Dalton Koelzer from Vermeer Texas-Louisiana (South Central);
- Jeremy Scott from Ford Ascendum Machinery (Southeast); and
- Jake Dugger from Coastline Equipment (West).

"It was an outstanding event and we continue to strive to deliver high-quality events and services for our great members," Brian P. McGuire, president and CEO of the AED, said in the news alert.

Headquartered in Schaumburg, Ill., the AED represents about 500 member distributors employing about 120,000 workers in Canada and the U.S. The association also has about 300 non-distributors members including equipment manufacturers.

The next AED Summit and Condex takes place Jan. 12-15, 2021 at The Mirage in Las Vegas.

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



Michigan firm buys California body maker

Spartan Motors Inc. has bought California-based Royal Truck Body.

Royal will continue to go to market under the trade-marked Royal Truck Body brand name as part of Spartan's Specialty Chassis and Vehicles business unit noted a recent news release.

"This is an exciting day for Spartan," the release quoted Daryl Adams, president and chief executive officer of Spartan Motors, which is headquartered in Charlotte, Mich. "Our acquisition of Royal Truck Body marks the continued execution of our strategic plan and delivers on the promise of nationwide expansion to the benefit of our customers, suppliers, team members, and our shareholders."

The Royal purchase expands Spartan's footprint in California, Arizona and Texas, and will utilize Royal's existing production facility in Carson, Calif., and five other Sun Belt locations.

Formed in 1971, Royal manufactures such products as service utility truck bodies, service vans, and contractor trucks.

"I'm thrilled that Spartan represents such a close fit with our company values and culture, including hard work, accountability and customer satisfaction," the release quoted Dudley DeZonia, former president of Royal Truck Body. "Spartan has a compelling vision and success story, and I am confident the future will be incredibly bright for Spartan and the Royal Truck Body brand."

Royal's 250 employees join Spartan's existing workforce of 2,300 associates, notes a frequently asked questions post on the Spartan website.

Spartan operates facilities in Michigan, Indiana, Pennsylvania, South Carolina, Florida, Missouri, California, Arizona, Texas, Nebraska, South Dakota, Mexico, and Peru. The company reported sales of \$816 million in 2018.

For more information about Spartan Motors, visit www.spartanmotors.com.



Royal Truck Body is now part of Spartan Motors Inc.

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In 1972, Vanair® invented the PTO shaft-driven, vehicle mounted, rotary screw air compressors. Today, we continue to advance the industry with our newly-designed underdeck power system. The innovative features we've developed, include:

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Workshop focuses on ag marketing

The Association of Equipment Manufacturers is partnering with the National Agri-Marketing Association on a marketing workshop in advance of the latter's 2020 Agri-Marketing Conference this April in San Diego.

Curt Blades, the AEM's senior vice-president of agriculture services, will emcee the event, titled "Equipping Your Small Marketing Department to Survive and Thrive," said a news release from the AEM.

The event, taking place April 15 from noon to 3 p.m., includes the following three sessions:

- Media Strategies for (Almost) Every Budget with Pat Reese of Rooster Strategic Solutions;
- a panel discussion with marketing professionals such as Jesse Cler of CHS Inc, Dave Patterson of Krone NA, and Jennifer Todd of Empire Cat, a multi-state agriculture and construction equipment dealership; and
- a best practices roundtable.

"We know these marketers face similar challenges, and too often they face them understaffed and without support," NAMA CEO Jenny Pickett said in the news release. "This pre-conference workshop will help give them the confidence and tools to be better marketers in this challenging era."

The conference, including the pre-conference workshop, takes place at the Sheraton San Diego Hotel & Marina, April 15-17.

For more information, visit <https://nama.org/amc/2020-AMC-home>.



Curt Blades

NEWS

Iowa firm announces promotion

Iowa Mold Tooling Co. Inc. has promoted Bridget White to master scheduler.

White was previously a senior finance specialist at IMT, a manufacturer of service trucks, cranes and other equipment based in Garner, Iowa. She also formerly had roles in paint and crane assembly, said a news release on the company's website.

"Her extensive experience and knowledge of IMT will add immediate value to her new role," the release said. In the new position, "White will work cross-functionally to support the sales, inventory, operations and production planning process."

For more information on IMT, an Oshkosh Corporation company, visit www.imt.com.



The Reelcraft RS7650 "pays out like a traditional reel."

New reel series retracts more slowly

The new trademarked ReelSafe Series RS7000 from Reelcraft "is specifically engineered to retract the hose at an average walking speed," says a news release from the manufacturer, which is headquartered in Columbia City, Ind.

With safety at the forefront, though, ReelSafe "pays out like a traditional reel."

An integral part of the reel base is its centrifugal clutch, which "greatly decelerates the hose retraction speed" by up to 83 percent compared with a Series 7000 reel.

For more information, visit www.reelcraft.com



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PTO maker has new engineering director

Muncie Power Products Inc. has appointed a new senior executive director of engineering.

Alan Jones "will ultimately serve as the company's leader of engineering and innovation," said a news release from the Muncie, Ind.-based manufacturer of power take-offs and fluid power components.

His responsibilities will include product testing and liability, new product testing, and intellectual property, the release said.

Jones brings to Muncie "extensive experience" in engineering administration, project management, and new product development, "across multiple locations." Most recently, he served as director of engineering and service at Tulsa Winch Group in Oklahoma. Before, that had engineering leadership roles in material handling with Hyster-Yale Group and Crown Equipment Corporation.

Founded in 1935, Muncie Power Products is a member of Italy-based Interpump Group.

For more information, visit www.munciepower.com.



Alan Jones



Equipment technicians flock to school

Terex Utilities held its 35th annual service school for equipment technicians this June in South Dakota.

Forty-eight technicians from the U.S., Canada, Australia, India, and Indonesia took part in the three-day event at the Lake Arena Technical Institute in Watertown, said a news release from Terex.

Participants could rotate through their choices of 18 stations that included training on specific aerial devices, digger derricks, and auger drill models as well as components, troubleshooting, and maintenance.

"Participants are able to customize their chosen stations in order to focus the training on their individual and organizational needs," the release quoted Jason Julius, who is responsible for technical support and training for Terex Utilities. "Participants come with various levels of skills, knowledge, and experience."

During the hands-on activities, the technicians performed troubleshooting as well as actual repairs under the



Equipment technicians from Australia, India, Indonesia, Canada, and the U.S. attend the annual Terex Utilities service school.

leadership of Terex team members from tech services, field service, engineering, product support, manufacturing, and sales, the release said.

Terex Utilities will hold additional service schools Sept. 17-19 in Waukesha, Wis., and Oct. 22-24 in White House, Tenn.

For more information, visit www.terex.com.



Companies mark 60-year relationship

Canadian equipment dealer Strongco Corporation and Grove, a Manitowoc Cranes brand, celebrated six decades of doing business together at a special ceremony in Munich, Germany.

During the ceremony — at the massive Bauma heavy equipment trade fair — Dave Hull, vice-president of sales for the Americas for Manitowoc Cranes, presented Strongco with an award, said a news release from Manitowoc. Strongco representatives William Ostrandier, vice-president of cranes and material handling, and Oliver Nachevski, vice-president and COO, accepted the award at Manitowoc's Bauma booth.

"Strongco is very proud, and we value our partnership with Manitowoc," the release quoted Nachevski. "We look forward to continuing to represent this premier group of crane products for many more years to come."

Headquartered in Mississauga, Ont., Strongco sells, rents, and services Manitowoc equipment, and Milwaukee, Wis.-based Manitowocs National and Grove brands, at locations across Canada.



Representatives of Manitowoc and Strongco celebrate their 60-year relationship this spring in Munich.



"Strongco is an important partner for us, and we look forward to many more years of good business," Hull said.



Samsung will develop battery packs for Volvo electric trucks.

Volvo and Samsung strike electric deal

The Volvo Group has entered into a strategic alliance with Samsung SDI to develop battery packs for Volvo electric trucks.

"The alliance with Samsung SDI is an important next step on our journey towards offering the world's most truly sustainable transport system with fossil-free alternatives for our commercial vehicles," Martin Lundstedt, president and CEO of the Volvo Group, said in a news release announcing the partnership.

The aim is to accelerate the development of Volvo's electromobility technology.

"As we stand at the crosscurrents of the mobility and transportation industry, we are convinced that this alliance will provide superior offerings pertaining to energy, safety and sustainability to the commercial vehicle industry and beyond," the release quoted Young-Hyun Jun, CEO of Samsung SDI.

For more information, visit volvogroup.com.



U.S.-China trade progress applauded

The signing of the first phase of a trade deal between the U.S. and China is a good sign for equipment manufacturers, says the president of the Association of Equipment Manufacturers.

"We applaud the U.S. and Chinese governments for agreeing to this first milestone in the trade negotiations," AEM president Dennis Slater said in a statement following signing of the Phase One deal in mid January.

"As the two sides continue these significant conversations, we encourage them to continue to work in good faith, reaching the second phase of negotiations and the removal of all tariffs. These levies hurt American equipment manufacturers, farmers, and families and make the cost of doing business more expensive."

Slater said the tariffs also make it harder for the industry to create new jobs on top of the 1.3 million it already supports. He expressed hope that the agreement will lead to the elimination of existing tariffs and an increase in U.S. exports to China.

"As American voters look toward the November election, the economy and health of the equipment manufacturing industry is weighing heavily on their minds," Slater said, referring to the presidential vote this coming fall. "Creating lasting economic prosperity and a pro-growth trade environment is paramount."



Dennis Slater

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Fairs firm appoints new VP

Managing the North American Commercial Vehicle Show will be among the duties of a new vice-president for Hannover Fairs USA.

Ed Nichols has been named the organization's vice-president of events, said a recent news release.

In addition to managing the commercial vehicle show portfolio, Nichols will "develop new North American events in the fire and safety segment," the release noted.

Hannover Fairs USA is a subsidiary of Hanover, Germany-based Deutsche Messe, described as "one of the world's largest and most active organizers of capital goods trade fairs."

Before joining Hannover Fairs USA, Nichols previously served as vice-president of events for Endeavour Business Media, and before that held the same title with SouthComm Business Media, Cygnus Business Media and Reed Exhibitions. He was part of the SouthComm team that relaunched Firehouse Expo in 2016.

In his new role, Nichols will report to Hannover Fairs USA CEO Larry Turner, and will work alongside Ray Bianchi, the vice-president of events and business development.

"Ed is well recognized in the events industry and is an outstanding addition to our North American trade show management team," Turner said in the release. "Ed and Ray are extremely talented industry experts who will work together to speed the development of new events around the country so we can strategically grow our portfolio."

The most recent NACV, which Hannover Fairs USA organizes with Newcom Media, took place Oct. 28-31 at the Georgia World Congress Center in Atlanta.

The inaugural show was in 2017, also in Atlanta. This time around the show will cover 530,000 square feet, compared with 370,000 square feet in 2017. More than 500 exhibitors are expected, up from 437 for the inaugural event.

The third NACV has already been scheduled for Sept. 27-30, 2021.

For more information, visit hfusa.com or nacvshow.com.



Ed Nichols

Online course considers calibrations

The Truck Equipment 201 program has added a third course module.

The new module — called Calibrations, Emissions and Fuel Economy — "helps expand understanding of the vehicle powertrain by reviewing engine calibration, tailpipe and evaporative emissions, onboard vapor recovery, onboard diagnostics, fuel economy and greenhouse gas," said a recent news release from the National Truck Equipment Association, which developed the program.

The second TE201 module, on powertrains, was announced in September. It built upon the success of the first TE201 module launched in February 2019. That course module reviews U.S., Canadian, and European Union certification processes and U.S./Canadian label requirements, as well as the influence of motor vehicle safety standards.

"TE201 is a series of online course modules, designed for those with technical knowledge seeking deeper understanding of specific topics outlined in TE101 — an introductory course released by NTEA in 2017," said the recent news release.

Topics covered in the third TE201 module include tailpipe emissions for the U.S., Canada and California Air Resources Board; and components that impact emissions and fuel economy.

"This course provides an in-depth overview of powertrain calibration concepts and essential elements of emissions and fuel economy, making it a great educational



Susan Dehne

resource for the industry," the release quoted Susan Dehne, NTEA senior director of technical services.

The course has no prerequisites but users are encouraged to complete the TE201 powertrain module before taking the third TE201 module. A learner must also complete a brief quiz after each section in order to receive a module certificate of completion.

The TE101 and TE201 courses are available through Elevate, the NTEA's learning management system. NTEA members can take the courses for free and receive additional benefits. Non-members can access each module for \$49.

For more information, visit www.ntea.com/te201.





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Hydraulic, Air, Electric, Welding.
Run any 3 simultaneous tool circuits.



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NEW PRODUCTS

Flatbed includes tool drawers

A service body meets a flatbed in a new product from Future Line Manufacturing.

Called the Flexbed body, the innovation features tool drawers built into an aluminum flatbed body.

"So you've got the convenience, security and weather-proof drawers of a service body and then you have the flexible hauling space of a flatbed," said Jennifer Heller, Future Line's chief operating officer, during an interview at the company's booth at the 2019 Work Truck Show in Indianapolis.

"They went nuts over this at the show," Heller added. "I honestly didn't expect this kind of a response. We are talking to people that we had never talked to about bodies before because of it."

Headquartered in Cedar Rapids, Iowa, Future Line is looking at launching a service body in the near future.

"We're researching on the service body side," Heller said. "We're hoping to launch something but I'm not saying it's going to be exactly what everyone thinks because we don't exactly what everybody thinks."

Future Line's products already include dump, gooseneck, and landscaper bodies as well as platforms and tool boxes.

For more information, visit www.futureline.com.



Jennifer Heller of Future Line Manufacturing shows off a built-in tool drawer on a flex bed truck body at the company's booth during the 2019 Work Truck Show.



Justin Palmer, president and CEO of Mitsubishi Fuso Truck of America Inc., introduces prototype of Fuso FE180 Gas at the 2019 Work Truck Show.

Photo by Keith Norbury

Class 5 gas-powered cabover in production

Production has begun of a gasoline-powered Class 5 cabover work truck introduced as a prototype at the 2019 Work Truck Show.

Mitsubishi Fuso Truck of America Inc. announced in October that production had started at the plant of sister company Freightliner Custom Chassis Corporation in Gaffney, S.C., said a news release from the manufacturer.

The Fuso FE180 Gas offers 11,855-pounds in payload capacity and has a 297-horsepower PSI-General Motors six-liter engine. The Class 5 FE180 will share the production line with a Class 4 gasoline model introduced in 2018.

"North American market data shows that demand for gasoline-powered work

trucks is increasing and in some areas outperforming conventional diesel-powered trucks," the release quoted Justin Palmer, president and CEO of Mitsubishi Fuso Truck of America Inc. "We attribute this market shift to the maintenance requirements of diesel trucks due to the increasing sophistication of diesel emission components. Our Fuso Gas trucks eliminate this additional burden while still providing the long-run durability of the engine and its performance."

Fuso expected the FE180 Gas trucks to arrive at dealerships in early November.

Headquartered in Logan Township, N.J., Mitsubishi Fuso Truck of America Inc. is a subsidiary of Daimler Trucks.



CALENDAR

MARCH 2020

March 3-6, 2020

Work Truck Show

Indiana Convention Center, Indianapolis, Ind.
“North America’s largest work truck event is your once-a-year chance to see all of the newest industry products.”
<http://www.worktruckshow.com>

March 4-5, 2020

54th Annual Triumph of Ag Expo

CHI Health Center, Omaha, Neb.

“Regarded as one of the largest indoor shortline farm machinery shows in the country.”

<https://showofficeonline.com/triumph/>

March 5-8, 2020

Vision Hi-Tech Training & Expo

Overland Park Convention Center, Overland Park, Kan.

“Top management and technical training sessions for today’s automotive service professionals.”

<https://www.visionkc.com>

March 10-14, 2020

ConExpo-Con/Agg

Las Vegas Convention Center, Las Vegas, Nevada

“North America’s largest construction trade show representing asphalt, aggregates, concrete, earthmoving, lifting, mining, utilities and more.”

<http://www.conexpoconagg.com>

March 26-28, 2020

Mid-America Trucking Show

Kentucky Exposition Center, Louisville, Ky.

“MATS is the best event to research new products/services, keep up with regulatory changes, and connect with experts, at one time, at one all-encompassing event.”

<https://www.truckingshow.com>

APRIL 2020

April 2-3, 2020

Atlantic Heavy Equipment Show

Moncton Coliseum, Moncton, N.B.

“Covering over 200,000 square feet, this vast indoor and outdoor showcase features the very latest products, services and equipment.”

<http://www.ahes.ca>

April 6-8, 2020

NAFA 2020 Institute & Expo

Indiana Convention Center, Indianapolis, Ind.

“Network with a community of thousands of fleet professionals.”

<http://www.nafainstitute.org>

April 6-8, 2020

NPGA Southeastern Convention & International Propane Expo 2020

Music City Center, Nashville, Tenn.

“Don’t miss this opportunity to connect with more than 4,000 members of the propane industry.”

<https://www.ngaexpo.org/2020>

April 14-17, 2020

North American Iron Workers/IMPACT Conference

Sheraton Grand Chicago, Chicago, Ill.

<https://impact-net.force.com/>



ConExpo-Con/Agg returns to Las Vegas March 10-14.

File photo by Keith Norbury

April 14-18, 2020

Specialized Carriers & Rigging Association

2020 Annual Conference

Omni Amelia Island Plantation Resort, Amelia Island, Fla.

“Highlights include education sessions by well-known authors and speakers, committee meetings, receptions and numerous networking opportunities.”

<https://www.scranet.org/SCRA/Events/>

April 15-17, 2020

2020 Agri-Marketing Conference

Sheraton San Diego Hotel & Marina, San Diego, Calif.

“In the ag industry, it’s imperative to form a connection with customers and prospects in order to earn and keep their business.”

<https://nama.org/amc/2020-AMC-home>



Truck World returns to Toronto in April.
File photo by Saul Chernos

May 4-7, 2020

Offshore Technology Conference

NRG Park, Houston, Texas

“Where professionals meet to share technical advances, safety, environmentally focused solutions, and economic and regulatory impacts to advance the development of the offshore energy sector.”

<http://2018.otcnet.org>

May 4-7, 2020

Waste Expo

Ernest N. Morial Convention Center, New Orleans, La.

“Find solutions from exhibitors who are waiting to help you do your job better.”

<https://www.wasteexpo.com>

May 11-14, 2020

Advanced Clean Transportation Expo

Long Beach Convention Center, Long Beach, Calif.

“ACT Expo combines the best educational content in the industry with a cutting-edge trade show floor showcasing the most innovative technologies on the market today.”

<http://www.actexpo.com>

May 15-16, 2020

Loggers’ Expo

Champlain Valley Exposition, Essex Junction, Vt.

“The Loggers’ Expo features a mix of live demonstrations and static displays – with both inside and outside displays.”

<https://northernlogger.com/loggers-expo/>

May 15-17, 2020

National Diesel & Dirt Turf Expo

Panthers Penrith Showgrounds

Near Sydney, Australia

“The National Diesel Dirt & Turf Expo is committed to bringing you the biggest range of earthmoving machinery earthmoving attachments, trucks, trailers, bikes, utility vehicles, earthworks tools, agricultural machinery, mowing equipment and much more.”

<https://www.dieseldirtandturf.com.au>

MAY 2020

May 1-2, 2020

Expo Grands Travaux

Espace Saint-Hyacinthe,

St-Hyacinthe, Que.

“Connect with hundreds of exhibitors showing off heavy equipment at the forefront of the industry.”

<http://egt.mpltd.ca>

JULY 2020

July 17-18, 2020

Expedite Expo

Allen County War Memorial Coliseum, Fort Wayne, Ind.

“Launched in 2001, Expedite Expo is the largest gathering of expedited in North America.”

<https://www.expediteexpo.com>

AUGUST 2020

Aug. 27-29, 2020

Great American Trucking Show

Kay Bailey Hutchison Convention Center, Dallas, Texas

“More than 500 exhibitors with 50,000+ products meet at GATS.”

<https://www.truckshow.com>

Aug. 9-12, 2020

Pipelines 2020 Conference

San Antonio Marriott Rivercenter, San Antonio, Texas

“Enhance the success of your projects at this leading industry event for practitioners covering the most current state-of-the-art engineering technologies for pipeline and utilities infrastructure.”

<https://www.pipelinesconference.org>

Aug. 28-30, 2020

Drive Expo 2020

Sheraton Fairplex Hotel & Conference Center, Pomona, Calif.

“Be inspired and learn the importance of bringing new and fresh ideas to your shop each day.”

<https://drive-expo.com>

SEPTEMBER 2020

Sept. 13-15, 2020

IANA Intermodal Expo

Long Beach Convention and Entertainment Center, Long Beach, Calif.

“Showcasing the latest products and services to advance the industry.”

<https://www.intermodalexpo.com>

Sept. 14-19, 2020

International Manufacturing

Technology Show

McCormick Place, Chicago, Ill.

“Manufacturing industry professionals from all over the world attend IMTS to see more than 15,000 new machine tools, controls, computers, software, components, systems and processes that can improve their efficiency.”

<https://www.imts.com>

Sept. 20-24, 2020

Commercial Vehicle Safety Alliance

Annual Conference and Exhibition

Chase Center on the Riverfront

Wilmington, Del.

“This annual event includes roll-up-your-sleeves meetings of CVSA’s membership, elected leadership, technical working committees, program committees and task forces.”

<https://www.cvsa.org>

JUNE 2020

June 13-20, 2020

North American International

Auto Show Detroit

TCF Center, Detroit, Mich.

“Moving the show to June opens up a whole new world of possibilities to explore both the show and beautiful downtown Detroit.”

<http://naias.com>

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- ▶ Mini Control Panel: Control lights, PTO and receive system alerts in the cab
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