SPEC MY TRUCK

Check out Terry Keenan's rig, page 16.

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SHOW PREVIEW

Viva Las Vegas!

And hello Indianapolis! After ConExpo-Con/Agg takes Sin City, the Work Truck Show happens in Indy ... See page 20

KEITH NORBURY

Dozens of service body manufacturers and makers of accessories for service trucks will be among the more than 2,500 exhibitors at North America's largest trade show of heavy equipment this March.

Service truck industry exhibitors at the triennial ConExpo-Con/Agg, taking place March 6-11 at the Las Vegas Convention Center, include such familiar names as Maintainer Corporation, Stellar Industries, Summit Truck Equipment, Teamco, and Iowa Mold Tooling. Accessory makers exhibiting at the massive Las

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At the Maintainer stand at ConExpo-Con/Agg 2014,Tasha Halupniuk (left) and Jane Messingham wait for their husbands, Bryce Halupniuk and Dennis Messingham, who both work with Cedar Valley Corp. of Waterloo, Iowa.

FUEL ALTERNATIVES

Natural gas and service trucks: a U.S. marketplace overview

File photo by Keith Norbury

Tucker Perkins, chief business development officer with the Propane Education and Research Council, promotes a propane-powered service truck at the 2015 Work Truck Show in Indianapolis.

Researchers at Argonne National Laboratory in Illinois examine the use of alternative fuels

MARK YONTZ

The use of alternative fuels in trucks of all types is not a new concept, but it remains an evolving issue, as regulations, new technologies, and the availability of necessary infrastructure are all important factors in this developing marketplace.

One place where the use of alternative fuels is being closely examined is the Argonne National Laboratory, a multidisciplinary science and engineering research center in Argonne, Ill., managed by the University of Chicago for the U.S. Department of Energy's Office of Science. Argonne National Laboratory researchers work alongside experts from industry,

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FORECAST

Industry hopeful new administration will cut costs and create opportunities

Some worry though that President Trump's policies will have a chilling effect on business growth

ERIN GOLDEN

After a few years of steady growth, in and around the service truck business, industry leaders are eagerly watching and waiting to see if a new presidential administration will continue that streak — or slow it.

Some manufacturers of service bodies, cranes, reels and other products say they are hopeful that U.S. President-elect Donald Trump — and a Republican-majority Congress — will carry through on campaign promises that might open up business in industries like mining and oil. Some are betting changes to regulations on everything from health care to air pollution could drop the cost of doing business. Others, however, worry that overseas concern about Trump's economic policies could have a chilling effect on businesses

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"We have seen quote activity increase now that the election is over, but I do think people are still holding on to their money fairly closely."

— Jim Brown, vice-president of commercial products, Omaha Standard Palfinger

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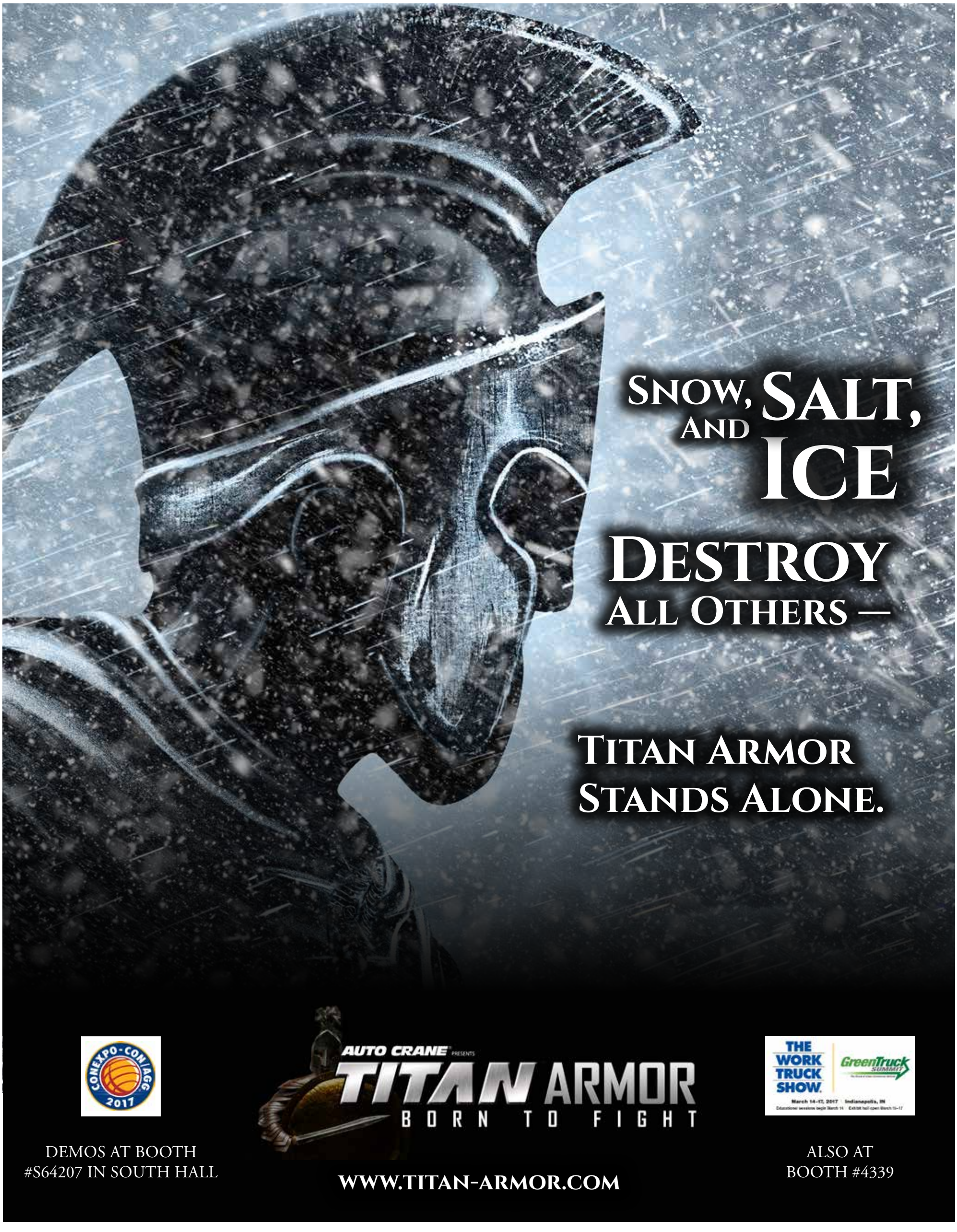
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NEWS

Football stars to share show spotlight

Not one but two pro football Hall of Famers will share keynote speaker duties at the 2017 Work Truck Show in Indianapolis.

Terry Bradshaw and Howie Long — who followed up their stellar careers in the National Football League by becoming colorful TV analysts and best of friends, will give their joint address as part of the President's Breakfast and annual general meeting of the National Truck Equipment Association on March 16.

The NTEA, which markets itself as the Association for the Work Truck Industry, organizes the annual Work Truck Show taking March 14-17 at the Indianapolis Convention Center in Indianapolis.

In their address, the Pro Football Hall of Fame inductees "will provide insights into the Hall's five core values that are as essential for success in business as they are for America's favorite game: commitment, integrity, courage, respect and excellence," said a news release from the NTEA.

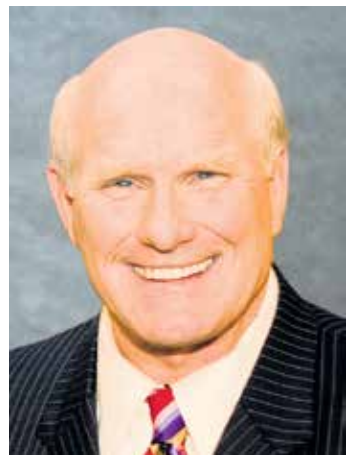
During his playing days with the Pittsburgh Steelers, Bradshaw became the first quarterback to win four Super Bowls. Long, a defensive lineman, spent 13 years in the NFL with the Oakland/ Los Angeles Raiders, winning a Super Bowl in 1984, the year Bradshaw retired from the league.

Their broadcasting careers have been longer than their playing ones. For over two decades, they have worked together on Fox NFL Sunday — a relationship Bradshaw has likened to "the odd couple," the NTEA news release said. One played offence, the other defence. Bradshaw is from Louisiana; Long is from Boston. Bradshaw is 12 years older.

"Long and Bradshaw know a lot about teamwork and achievement," the release quoted Adam Keane, 2017 NTEA Convention chairman and executive vice-president of Allied Body Works Inc., which is based in Seattle. "They are both successful athletes, business owners and movie stars, as well as community and charitable supporters. Their style is fun, and their message inspirational."

New this year, tickets to the President's Breakfast must be purchased separately from any other registration package. For information, visit www. worktruckshow.com.

For more on the 2017 Work Truck Show, see the articles starting on Page 20.



Terry Bradshaw

Howie Long

COOL TOOL

Introducing something cool

*This edition, **Service Truck Magazine** launches another new feature from our trusty mobile mechanic in residence, Dan Anderson.*
Every mechanic has "pet" tools — tools that perfectly fill unique needs. Such a need may be daily, or only once a year. But having the right tool to get a job done quickly and efficiently earns that tool a special place in its owner's toolbox. Each issue, Anderson will draw on his 20-plus years experience working out of service trucks — as well as 25 years as a freelance writer — to highlight a tool worthy of begin called a "Cool Tool."

Lifting power in the palm of your hand

Sometimes you need to lift, hoist or suspend a pump or other component within the confines of an engine compartment or other cramped space.

An Oz Mechanical Chain Hoist from Oz Lifting Products is a sweet solution. The upper block of this 500-pound capacity chain hoist fits in the palm of a (big) man's hand, and the entire gadget weighs only nine pounds.

For slightly more than $100 it's like having Arnold Schwarzenegger on the job to lift and hold things in awkward places.

The Oz 500-pound chain hoist weighs only nine pounds and fits in one hand, making it handy to lift or suspend components in tight spaces.

Ensure clean fueling

An infographic is now available to remind equipment users about five key steps to keeping fuel clean in tier 4 engines. The "Get CLEAN on Fuel" infographic from the Association of Equipment Manufacturers employs the acronym, CLEAN, to outline and expand upon the following quick tips:

- Commit to understanding your T4 engine.
- Learn the facts about today's fuel.
- Evaluate your fuel source and fuel handling.
- Always follow manufacturer guidelines.
- Never take your role for granted.

Association of Equipment Manufacturers offers clean tips for tier 4 fuel.

William "Bernie" Bernhard, AEM's technical and safety services manager, said in a news release that "while the new engines reduce diesel emissions and protect our health and the environment, the fact is they are rather finicky about fuel."

He added that the ultra-low diesel fuel in use today differs greatly from diesel used only a few years ago. For example, the newer diesel fuel contains 99 percent less sulfur and has a shelf life of about six months.

"Among other things, it is subject to change and contamination as it moves from the refinery to the engine, making storage, temperature, age and filtration, and related factors critical in maintaining fuel quality," Bernhard said.

The complete infographic can be downloaded from the website aem.org/clean.

NEWS

Tier 4 mandate drives demand for non-tier 4 diesel engines

The Environmental Protection Agency's stringent tier 4 emission-control mandate for diesel engines is driving up demand for non-tier 4 construction equipment, according to a recent survey of Independent Equipment Dealers Association members.

The association "predicts this trend will continue for the next several years," said a recent news release announcing the survey results.

"For many equipment categories, used equipment availability is outpacing demand, but for other categories, including excavators, backhoe loaders, wheel loaders, dump trucks dozers and compact equipment, IEDA members are seeing resale pricing increase by as much as 20 percent," the release said.

Independent Equipment Dealers Association survey reveals concerns about resale value of tier 4 machines.

Over half of those surveyed noted that it is becoming harder to find quality used equipment, the release added.

Tier 4 refers to the latest in a series of emissions standards for non-road diesel engines that EPA adopted in 1992 and began enacting in 1994. Tier 4 final, which went into effect in 2015, reduced the levels of oxides of nitrogen and particulate matter by 90 percent over the tier 3 levels.

A proposed tier 5 standard would reduce those pollutants to zero. Several engine manufacturers, including Cummins, have already unveiled engines to meet a similar Stage V standard in Europe.

The IEDA has watched closely to see how the new standards have affected pricing and availability of used equipment, the IEDA news release noted.

"Our members buy and sell used equipment globally, which makes them well aware of market trends," the release quoted IEDA president Drew Van Brunt, who owns Global Tractor Company in Colleyville, Texas. "As a group, we make it a point to share trends we see in the market with each other, as well as with used equipment buyers and sellers. The current used equipment market is strong, but it will be affected by tier 4 machines in the near future."

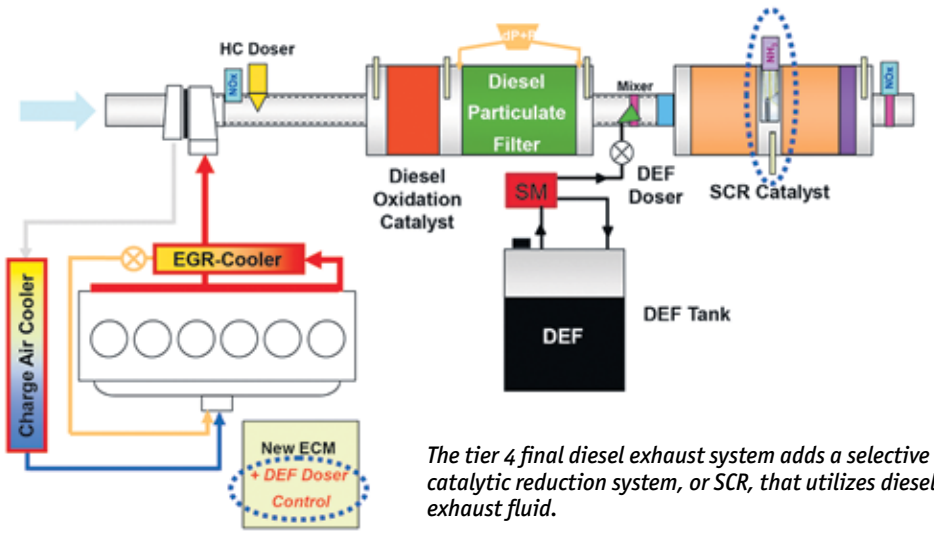
In the recent survey, IEDA members expressed uncertainty about how well tier 4 machines will retain their value. Thirty-seven percent expect tier 4 equipment won't retain its value as well as non-tier 4 equipment does. However, others surveyed believe tier 4 machines will have higher value because many projects require tier 4 equipment.

"If more construction projects demand the use of tier 4 machines, the residual value of non-tier 4 machines will drop significantly," the release said.

With few tier 4 machines currently on the used-equipment market, IEDA members don't expect the new machines to dominate that market for four to eight years.

"At that point, non-tier 4 machines will be harder to come by, and pricing on tier 4 machines will become more steady."

For more information, on the IEDA, visit www.iedagroup.com.



The tier 4 final diesel exhaust system adds a selective catalytic reduction system, or SCR, that utilizes diesel exhaust fluid.

MECHANIC'S MUSINGS

Show yourself respect

DAN ANDERSON

Writing the "Spec My Truck" feature for *Service Truck Magazine* has convinced me that mechanics who work out of service trucks share a unique set of attitudes and traits that are as important as their tools.

- They are loners who like people. Good field techs prefer to work on their own, not in a shop surrounded by other people. But they communicate comfortably and well with people, easily explaining repairs or simply shooting the breeze with machine owners and operators.
- Good field techs get bored easily. They detest doing the same thing every day. They look forward to a challenge. Their eyes light up at the prospect of undertaking a repair they've never done before, or that another mechanic says, "Can't be done."

Top field techs are really super.

Photo by Stockemumber2/Stockphoto.com

- They've never met a tool they didn't like. Tools are their best friends, and their attitude toward tools is, "the more the merrier." If they need a special tool on a job one day, they'll probably have that tool the next day. The term "tool budget" doesn't have meaning for them.
- Good service truck mechanics never give up. They may have to quit because of exhaustion or lack of parts or temporarily inadequate tools (see the previous segment). But they will be back the next day or week, with new ideas and tools, and the repairs *will be completed*.
- The best, top-level field mechanics are proud of what they do, confident of their skills and have a positive attitude toward their work and the people they work around. Many of them were lackadaisical students in school, but blossomed in the real world at the opportunity to do things average mechanics can't — or won't — do.
- Top-quality, full-featured field mechanics are a rarity, and shop managers know it. Those managers may tear out their hair trying to deal with the independent, gotta-do-it-my-way personality of field techs, but they guard and protect those techs as the prizes they are.
- At our dealership we sometimes joke that a few of our top field techs should be issued Superman capes. One of our techs who is an amateur artists even drew a caricature of one of our "super techs" standing beside his truck, his face raised to the sun, hands on hips, with a cape flowing in the wind behind him.

We may joke and tease, but that representation may be closer to the truth than we admit.

NEWS

Stellar Industries Inc. employees gather around the company's booth at the 2016 Work Truck Show in Indianapolis in March.

File photo by Keith Norbury

Iowa manufacturer named Pillar of the Industry winner

Service body maker Stellar Industries Inc. is among the winners of a 2016 Pillar of the Industry award from the Association of Equipment Manufacturers. Based in Garner, Iowa, Stellar was among 32 Pillar winners announced in November as part of the AEM's I Make America advocacy awards.

The Pillar awards went to companies achieving or maintaining I Make America Gold status during the year, said a news release from the AEM. Those activities "can include significant employee involvement; outreach to state, local and federal legislators; and promoting campaign sign-ups at trade shows and with allied trade associations," the release noted.

Other 2016 Pillar winners included such familiar construction industry names as Caterpillar Inc., Deere & Company, Doosan Bobcat, JCB Inc., Terex Corporation, Vermeer Corporation, and Volvo Construction Equipment. The latter was also among six Legacy award winners.

"I Make America's success depends on the strong support of member companies and their employees to help our elected officials understand the critical importance of the off-road equipment industry and manufacturing to economic prosperity and quality of life across America," AEM president Dennis Slater said in the news release.

Stellar's product lines include mechanics trucks, services trucks, and cranes.

For more information on the awards, visit www.imakeamerica.com.

Wisconsin firm honored for 50years as member

Miller Electric Manufacturing, which makes welders and other accessories for mechanics trucks, was honored this fall as a 50-year member of the Association of Equipment Manufacturers.

Meanwhile, a pair of Iowa-based service body makers — Maintainer Corporation; and Stellar Industries Inc. — received kudos for 25 years with the association.

The honors were bestowed at the AEM's annual general meeting in late November.

"Member engagement is vital to AEM's success, and these companies' commitment and participation have contributed greatly to the growth and progress of our industry and AEM," the release quoted Paul Flemming, AEM's senior director of membership and engagement. "We are proud to recognize their support."

In all, 43 companies achieved "milestone member" status in 2016. They included seven companies that reached the 50-year mark. Among the firms joining Miller in that category were Manitowoc Cranes, Taylor Machine Works, and Trimble Navigation Limited.

Based in Appleton, Wisc., Miller makes welders as well as its trademarked EnPak units that combine a welder with an air compressor, generator, and hydraulic pump.

Product manager Travis Purgett (left) and sales manager Roger Wareham get behind the Enpak integrated power system at the Miller Electric Manufacturing Co. booth at the 2015 Work Truck Show in Indianapolis.

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EDITORIAL

The year just passed will be hard to follow

Wow, that was quite the presidential election. That was quite the year, 2016.

At this time last year, had someone predicted that Bob Dylan would win the Nobel Prize for Literature, that the Chicago Cubs would win the World Series, and that Donald Trump would win the presidency of the United States, that predictor would have received huge odds — let's say 5,000-1, perhaps. It was a trifecta for the ages.

Of the three, the Cubs' victory was likely the least surprising — even if it did break a 108-year streak of futility. In April, prediction guru Nate Silver's fivethirtyeight.com website gave the Cubs the biggest chance among the 30 Major League baseball teams of winning the World Series. But that chance was just 11 percent, meaning that Silver's site predicted the Cubs had a nearly 90 percent chance of losing yet again.

As the playoffs began, Silver gave the Cubs a 26 percent chance of winning the title — or a 74 percent chance of not winning.

Around that same time, fivethirtyeight.com, gave Trump similar odds — about 25 percent of winning. The big difference between Trump and the Cubs, though, was that he had an opponent who at the time was given a 75 percent chance of presidential victory. Hillary Clinton's advantage rose to 88.1 per cent on Oct. 17 just three weeks before the election, according to Silver's site. On election day itself, Nov. 8, the site was still giving Clinton an edge of 71.4 percent to 28.6 percent for Trump.

Dylan was a longer shot that any of them. The U.K. betting house Ladbrokes gave the American troubador odds of 50-1, or a two percent chance, of winning the Nobel Prize. He wasn't even the most likely American writer to win, according to the bookies. Philip Roth at 7-1 and Joyce Carol Oates at 14-1 were more heavily favored.

Gamblers know — actually they often hope beyond all reason — that long shots sometimes win. That's why Ladbrokes hasn't taken any flak over its dismal Dylan odds.

Pollsters like Silver, though, have taken a licking over their predictions about Trump. Silver's site has done a mea culpa and admitted that polls underestimated Trump's support in key areas like the Midwest. But the site also cited recent research indicating that many voters changed their minds at the last minute. What changed their minds isn't clear but it could be as simple as formerly avowed anti-Trump Republicans deciding to back their party's candidate after all. (Or maybe Russian hacking interference or the late move by FBI director James Comey to reopen Hillary Clinton's email can of worms also had an impact.)

Then again, it could just be that polls aren't perfect. The polls themselves always admit this: they have a margin of error, which news outlets typically ignore; and they come with a caveat that they will just be flat out wrong one time out of 20, or five percent of the time.

So, that the Cubs, Dylan, and Trump all won doesn't mean that their victories were unlikely. They were. They defied the odds. And that just happens to happen some of the time.

Indeed, to mash the words of that great Republican President Abe Lincoln — you can expect *some* of your long shots to come in all of the time, but you cannot expect *all* your long shots to come in all of the time.

So, for that reason, we shouldn't be surprised if certain unlikely things happen in 2017 — such as the Toronto Maple Leafs winning the Stanley Cup or Arnold Schwarzenegger taking home the Oscar for Best Actor. Just don't bet on either of those happening.

You'd be wise not to bet on what President Trump will or won't do, either. Will he replace Obamacare with something "terrific," as he has promised? Will he reduce corporate taxes to 15 percent? Will he provoke a trade war with China? Will he build a wall or a fence? Or defeat the Islamic State? Or build an alliance with Vladimir Putin?

And, in so doing any or all of those, will he make American great again?

For now, the odds of all of those happening look pretty long, and the answers to any in particular are "blowin' in the wind."

If 2016 taught us one thing, though, we shouldn't let anything surprise us in 2017.

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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 Feb. 14, 2017. Sooner is always better than later.

About our cartoonist

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

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

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

NEWS

Strong U.S. dollar hampers exports

Despite challenges, exporters still hopeful about overseas markets

ERIN GOLDEN

As companies that support the service truck industry are finding more places to grow around the globe, they're also running into a considerable challenge.

With the U.S. dollar in its strongest position in years — and not showing immediate signs of decline — exports of construction equipment have been steadily declining.

A quarterly report released by the Association of Equipment Manufacturers in late November found that exports were down 25 percent from the same time a year earlier. But that wasn't news to anyone keeping close tabs on the industry; the third quarter of 2016 was the 15th straight quarter in which construction exports had declined.

Eric Hannay —president of Hannay Reels, a hose and cable reel manufacturer in Westerlo, N.Y. — said he's optimistic about economic growth in the next few years. He is also upbeat about his company's business although he's eying the export market with some caution.

"As an exporter, the strong dollar does concern me, and I'm sure it concerns some of our customers who do export," Hannay said. "We've been on a two-year run where the dollar has appreciated against about every currency out there, and at some point it does limit our opportunity to sell abroad."

Canada accounts for big share

For many U.S. companies in the industry, Canada has historically been the biggest destination for exports. That's the case for Hannay Reels, which does about 20 percent of its business outside the U.S. Of that 20 percent, Hannay said, about half goes to Canada, and half to other countries around the world.

Mexico is another major market and one that's growing because of expectations that Mexico's economy will grow faster than the U.S. economy in 2017, said Steve Latin-Kasper, director of market data and research for NTEA, the association for the work-truck industry. He said Canada's economy is also expected to grow at a faster rate than its neighbor to the south.

"The appreciation of the value of the U.S. dollar will make U.S. truck chassis and truck equipment more expensive in Canada and Mexico," Latin-Kasper said. "That may have a negative impact on exports, but it will likely be limited as a result of extensive NAFTA market integration."

The decline in construction equipment exports to Canada in the first three quarters of 2016 was significant, amounting to a 21 percent drop, to $3.5 billion, from the same period a year earlier. But some of the losses were even more substantial in other emerging markets like South America, which was down 49 percent, to about $733 million. Exports to Africa, meanwhile, were down 51 percent, to 317 million.

Dennis Slater, president of the Association of Equipment Manufacturers, said part of the problem is that North American exporters had found a good avenue for growth out of the Great Recession in many new markets around the world. Some of those countries, however, are now experiencing slowdowns of their own and companies there are less willing to spend.

"The economy in key economic markets where sales were good are suffering through recessions themselves," Slater said, pointing to Latin American countries as prime examples. "The emerging market area is one that takes a lot of the optimism away and the strong dollar makes it difficult."

"The economy in key economic markets where sales were good are suffering through recessions themselves. The emerging market area is one that takes a lot of the optimism away and the strong dollar makes it difficult."

— Dennis Slater, president, Association of Equipment Manufacturers

Ralph Dodge, director of business development at Curry Supply Company, a Martinsburg, Pa., builder of service trucks, fuel and lube trucks and dump trucks, said his company has been able to find opportunities based on the ebb and flow of the industries they serve.

Exports make up about 15 percent of Curry Supply's business and aren't considered a primary focus. But Dodge said there have been plenty of opportunities to support the mining, oil and gas industries in Canada, along with similar industries farther from home.

"Our hotspots are wherever there is mining, oil, gas and construction — from Mexico to the tip of Chile, down to the Andes and the west side of Central and South America," Dodge said. "Mining is very strong in Australia, and we have a significant business there."

"As an exporter, the strong dollar does concern me, and I'm sure it concerns some of our customers who do export. We've been on a two-year run where the dollar has appreciated against about every currency out there, and at some point it does limit our opportunity to sell abroad."

— Eric Hannay, president, Hannay Reels

Asia and Africa prove difficult

Dodge said Asia has been a harder market to get into, along with some areas in Africa that already seem to have a full supply of trucks and equipment.

Areas of the world where drivers take the left side of the road — including parts of Europe, Australia and Asia — provide some practical challenges: the vehicles are set up differently than the ones made in the U.S. and Canada.

"You deal with the left hand-right hand driving, which governs the placement of hinges and lights — it gets so complicated it ends up being low on our list of opportunities," Dodge said.

Still, Europe is a growing interest for many North American countries, especially as the vehicles used in both places start to look more similar. Latin-Kasper, with NTEA, said the exports to Europe are nothing new, but the growing popularity of European-style vans is providing some new opportunities.

"The resurgence in strength of the U.S. dollar will likely have a negative impact on U.S. exports to the EU, but the EU will remain a large market for U.S. commercial truck industry products," he said.

Erin Golden is a writer based in Minnesota.

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NEWS

New Ram PTO offers left-hand control

RamDrive 4x4 and 4x2 PTOs are designed specifically for Ram trucks

MATT JONES

A power takeoff can be an essential piece of equipment for today's service truck operator, allowing users to take power from their engine and use it to power auxiliary equipment.

Certain vehicles require specific equipment to get the most out of them, which is why Direct Drive Plus developed the RamDrive, the first PTO unit designed specifically for use with Ram trucks. The unit allows users to avoid certain challenges that arose when trying to utilize other PTO systems in a Ram, said Rob Ranck, sales manager for Direct Drive Plus

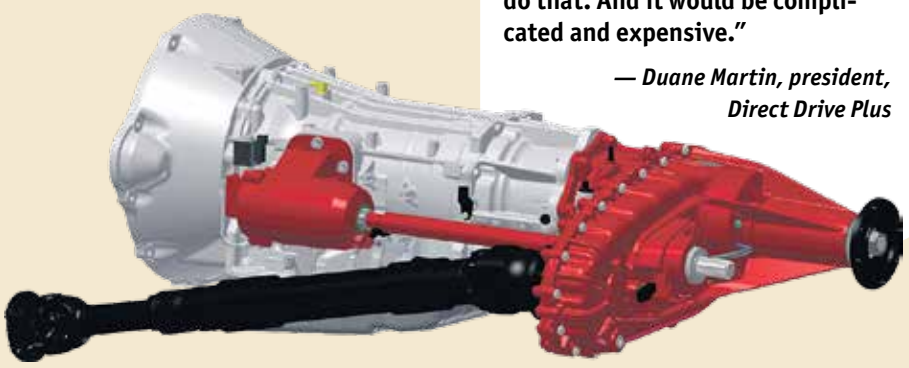
"On the left-hand side of a Dodge Ram truck there is a gear box which operates the front-wheel drive," Ranck explained. "That gear box is an impediment to using the left-hand side of the engine for a PTO unit.

Duane Martin, president of Direct Drive Plus, developed a way to run a drive shaft directly through that transfer case, Ranck added. "Now we can use that left-hand side and install a PTO, run a shaft through the transfer case, and on the back of the truck you can hook up whatever piece of equipment you'd like to make the truck more usable."

The left-hand installation is a key factor as real estate on the right-hand side of the truck is at a premium in the modern environment.

"The right-hand side has all the diesel emission systems. You'd have to re-route the exhaust system, which, depending on who you talk to, the Environmental Protection Agency doesn't allow you to do that. And it would be complicated and expensive."

— Duane Martin, president, Direct Drive Plus



A Ram Drive 4x4 uses a Ram truck's engine to power auxiliary machines.

"The right-hand side has all the diesel emission systems," Martin said. "You'd have to re-route the exhaust system, which, depending on who you talk to, the Environmental Protection Agency doesn't allow you to do that. And it would be complicated and expensive."

"It really takes that area away from our outfitters," Ranck said of having the right-hand side occupied. "They can't put anything else there because it's full. The left-hand side of these trucks is open, so we can add in our equipment and add in all those other pumps and things."

Martin said that the RamDrive is an evolution of the company's previous offering, the LiveDrive 4x4 Plus, which was developed in 2010 in response to a request from a fire department.

"I was stuck with the idea of routing a shaft through the transfer case," Martin said. "The transfer case drives the front axle drive shaft with a chain and sprocket — much like the pedals of a bicycle drive the rear wheel of the bicycle. We could put a tube through the void between the sprockets and pass a shaft through the tube."

Dave Sowers, head of Ram Commercial marketing, said the primary use for the RamDrive is to power a hydraulic pump, which in turn would drive other components such as dump bodies or pumping applications.

"Ram leads the industry in available PTO applications and capability," Sowers said. "The number of upfit configurations is important because the number of potential needs and solutions is as varied as the number of end users. With a Vanair upfit, our chassis cab can power an on-board underdeck compressor, generator and pump assembly without carrying an additional gas engine or towing behind a compressor or generator."

Going forward, Martin said, he has some ideas in mind for future iterations of the product that might be quicker and easier to install. In the meantime, however, Ranck said the company is dedicated to helping customers get the most out of the product.

"DirectDrive, and Duane in particular, would be behind anyone who would like to install one and he would be glad to help anyone get something set up or if something is more complicated," Ranck said. "He's very good at working out those issues and to make sure it works properly and to make sure that it's very user-friendly when it's finished."

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2017 CON EXPO

Viva Las Vegas!

continued from cover

Vegas Convention Center include Boss Industries, VMAC, and Lincoln Electric.

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

Magazine among exhibitors

Also with a booth at the show, for the first time, will be *Service Truck Magazine*.

"ConExpo means comfortable shoes and an overall plan to see service truck focused displays," said Nick Moss, the magazine's advertising manager, who walked the last ConExpo in March 2014 in advance of the magazine's launch later that spring. "However well-planned, using the latest app for efficient routing, I'm guilty of getting distracted to loosely related displays or even booths that have nothing to do with service trucks. There's simply so much to see."

Joining Moss at the show will be *Service Truck Magazine* publisher Tom Henry and editor Keith Norbury, who will be making his third visit to ConExpo.

"Although I have not been to this show before, our advertising and editorial staff have, and they always return with glowing reports about the scope and range of exhibitors," Henry said. "I look forward to taking it all in and of course meeting with our friends in the service truck and related industries."

The show, co-located with the International Exposition for Power Transmission, features more than 2,500 exhibitors, 2.5 million square feet of exhibition space, and more than 150 educational sessions. At the 2014 event, attendance at ConExpo and IFPE totalled 129,364, reported the Association of Equipment Manufacturers, which produces the show. That was the second highest total ever, surpassed only by the 144,600 attendees in 2008, just before the financial crisis.

Nick Moss visits with Donna Pop-Bruesewitz, communications manager for Stellar Industries Inc., at Stellar's 2014 ConExpo booth in the Gold Lot.

Of the 2014 attendees, 24 per cent came from outside the U.S., the AEM reported at the time.

The best of shows

"Obviously it is the best show we attend," said Myron Holzwarth, sales manager for Teamco Inc. "There's no question — of all the shows we go to, that is the king of the shows."

At ConExpo in 2014, Teamco displayed Feterl service trucks at its booth, the first time the company had done so since acquiring the brand in 2011. For 2017, the company expects to have two or three trucks on the stand, as well as some of the commercial snow-removal equipment that it also makes at its facility in Tea, S.D.

"It's just a matter of how we're going to utilize our space that we've got available," Holzwarth said.

"We just encourage everybody to stop by our booth and see what we've got to offer and some of the new features that we've come out with since the last show," Holzwarth added. Among those features are the double outriggers on

"ConExpo is the single most important show we attend."

— Daniel De Aces, sales manager, Summit Truck Equipment

Teri Schiavi gets photo bombed by an unidentified show attendee at ConExpo 2014 as she tries out the cab of a Kenworth T-270 equipped with a Summit 8 series service body at the Summit Truck Equipment booth.

the back of the company's standard trucks that enable full load capacity of the crane.

Todd Karolczak, marketing manager with Maintainer Corporation of Iowa Inc., said his company is excited about showing a variety of innovations at ConExpo.

"We have some new product launches, we have a lot of things dealing with the weight of our product, maximizing the payload on our trucks, safety features," said Karolczak, whose company is based in Sheldon, Iowa. "So between new products and new configurations and just updates to our existing products, we're pretty excited to show those off."

A lot of traffic expected

The 2014 ConExpo was Karolczak's first with Maintainer, although the company has been a mainstay at the event for many iterations.

"It's definitely our biggest show," Karolczak said. "Lots of activity. We get a lot of traffic to the booth. A lot of international opportunities come up at ConExpo — just

Curtis Turchak and his dad Gerry Turchak, company president, staff the Brutus Truck Bodies stand at ConExpo 2014. The company is based in Penticton, B.C.

people seem real excited to find out what's out there. It really generates a lot of leads for us, and a lot of business for us."

This year, Maintainer and other service body makers will be displaying in the Gold lot amid the towering crane booms of such industry giants as Terex and Manitowoc. "It'll be interesting to see the flow," Karolczak said. One drawback is that the Gold lot is a distance from the trade show's new Tech Experience pavilion, which is near the opposite end of the complex.

"It remains to be seen what we'll get," Karolczak said. "We're going to try to come up with some other promotions and incentives to make sure people come by our booth walking the show."

Stellar Industries Inc., which is headquartered in Garner, Iowa, plans to introduce a new series of mechanic service bodies at ConExpo. However, the company isn't releasing many details in advance of the show, said Donna Popp-Bruesewitz, Stellar's communications manager. Stellar will also use interactive video at ConExpo to promote its trademarked CDTplus crane control system.

"We really want our current customers who haven't upgraded yet, as well as new and potential customers, to have a first hand look and feel as to how the system operates, and how it can improve their efficiencies and productivity," Popp-Bruesewitz said by email.

Booths inside and out

Stellar ramped up its ConExpo presence in 2014 with booths inside and outside, a formula it is repeating for 2017.

"We consider it a premier show for the construction market and even markets adjacent to it," said Stellar marketing manager Sean Moran, citing utility, railroads, and mining as examples of those other markets.

Summit Truck Equipment, meanwhile, will be returning to ConExpo to promote its service trucks, fuel and lube trucks, lube trailers, and a personal manbasket for service trucks, said sales manager Daniel De Aces.

"ConExpo is the single most important show we attend," De Aces said by email. The company's goals are to meet new and existing customers, display new and improved products, and "sell trucks," he added.

Among the accessory makers returning to ConExpo is VMAC, which is based in Nanaimo, B.C.

"We've been at ConExpo every year that I've been at VMAC, which is 16 years," said marketing manager Mike Pettigrew. "It's definitely the biggest show that we do."

Teamco Inc. displays Feterl service bodies in 2014 at Teamco's ConExpo booth for the first time since acquiring the Feterl brand in 2011.

The company is excited to be returning to ConExpo although a little apprehensive about the location of its booth this year. In the past, VMAC, which stands for Vehicle Mounted Air Compressors, has exhibited in the Silver lot, near the entrance to the Central Hall. This time around VMAC will be in the Bronze lot at the south end of the complex.

"This is a new location but we're right next to Miller (Electric Mfg. Co.) so that should give us some good traffic," Pettigrew said. "You just never know. You get to some of these shows and our equipment isn't very big and you just never know what's going to be beside you."

At this ConExpo, VMAC plans to return to a tradition of "some good old fashioned demos" of its signature underhood air compressor system, in particular its Underhood 150, which was launched in 2001. "Because we've launched so many new products the last couple of years we've pulled back on a lot of our marketing efforts on our underhood," Pettigrew said.

continued on page 12

ConExpo exhibitors

The following are names and booth numbers of various service truck-related companies and accessory makers exhibiting at Con-Expo/Con/Agg in Las Vegas this March:

Altec **G4864**
American Eagle Accessories Group **S62220**
Auto Crane **S64207**
Boss Industries, Inc. **S62412**
Brutus Truck Bodies/ Next Hydraulics S.R.L. **G3125**
Caseco Manufacturing Inc. **S62653**
Caterpillar Inc. **G4490**
Chevrolet Commercial Vehicles **S63229**
Cummins Inc. **S84406**
Curry Supply Company Inc. **S61328**
DICA Outrigger Pads ..... **G4022** **C20571**
Fabco Power **C20921**
Ford Commercial Vehicles **S62539**
Freightliner Trucks **S63639**
Golight, Inc. **S63456**
Goodall Mfg **S62948**
Hannay Reels Inc **G73307**
Palfinger North America Group **G4444**
Heavy Motions **S81606**
Independent Equipment Dealers Association **S60129**
International Truck (Navistar Inc.) **S61813**
Iowa Mold Tooling Co., Inc. **N10625**
Isuzu Motors America LLC **S85405**
Kenworth Truck Company **S62939**
The Knapheide Manufacturing Company **B7419**
Ledwell & Son **S63517**
Liftmoore Inc. **G73313**
Lincoln Electric **B8705**
Mack Trucks **S61107**
Maintainer Corporation of Iowa Inc. **G3882**
Mechanics Hub **G71501**
Miller Electric Mfg. Co./ Hobart Brothers **B7502**
Muncie Power Products **S82240**
Next Generation Power **S62357**
Parker Hannifin **S80242**
Ramsey Winch **S82842**
Rayco Manufacturing Inc. **S5474**
Ram Commercial **S63807**
Sage Oil Vac Inc. **S63129**
Service Trucks International **S61512**
Service Truck Magazine **S60226**
Southwest Products **S63829**
Stellar Industries Inc. ..... **N10966** **G4083**
Summit Truck Bodies **S63607**
Taylor Pump & Lift Co. Inc. **B91326**
Teamco Inc. **S64217**
Thunder Creek Equipment **C22521**
Tiger Tool International Inc. **S63529**
TWG **S81216**
Valew Quality Truck Bodies **S61251**
Vanair Manufacturing Inc. **S64033**
VMAC **B7402**
Volvo Construction Equipment **N10036**
Webasto Thermo & Comfort North America Inc. **B93006**
Western Star Trucks **S63629**
WTP Power Corporation **S84830**

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2017 CON EXPO

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First-time exhibitors excited

Taking part at ConExpo for the first time will be Taylor Pump & Lift Inc., a manufacturer of lube trucks.

"So it is very important to us," said Jeff Taylor Jr., the company's vice-president and sales manager.

At the show, the Concord, N.C. company will be promoting its TPL lubemaster products, which include lube skids and lube/fuel trucks. Its goals for the show are simple: "to reach as many people as we can and let them know who we are!" Taylor said by email.

Bill Kile, a consultant for Knapheide, talks with Andy Cookson, a heavy duty mechanic with Advanced American Construction of Portland, Ore., in front of a Knapheide body on a GMC 3500 HD chaotic at the GMC booth at ConExpo 2014.

Another first-time exhibitor at ConExpo will be Boss Industries LLC, a La Porte, Ind.-based maker of air compressors and tool lifts.

"So we'll go in with eyes wide open," said Chuck Hamilton, director of marketing for OEM sales at Boss.

"We walked it last time and decided that we needed to be part of this," Hamilton added.

His impression of the 2014 show? "Pretty overwhelming," he said.

Boss will debut a new product at ConExpo, "which we're pretty excited about," Hamilton said. "Unfortunately, I can't give you any more information than that."

The company recently added an original equipment manufacturer line for OEM private labelling, including for leading service body makers. "Going into ConExpo we're looking at new opportunities in the OEM," Hamilton said. The company is also looking to expand its reach in the west coast marketplace.

"We're a midwest company, no doubt about it," Hamilton said. "There's a lot of business in the midwest, and the east coast. But also we see the opportunities on the west coast as well."

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EDUCATION

Auto body class at Southeastern Community College in Burlington, Iowa, works on 1919 "Service" truck that is believed to have had a notorious past.

Photos courtesy of Midwest Old Threshers Museum

Body repair students take a shot at restoring historic "Service" truck

Capone Enterprises listed as truck's original owner

MARK YONTZ

An auto body repair class in Iowa experienced a brush with history when it recently completed restoration work on a 1919 "Service" truck believed to have once been the property of legendary gangster Al Capone.

"Given its age, doing research on the truck and finding information was tough," said Tim Weaver, the instructor of the class at Southeastern Community College in Burlington, Iowa. "There was also the stress of making sure we didn't mess anything up, because we couldn't go out and order new parts for it."

The truck — now on permanent display at the Midwest Old Threshers Museum in Mt. Pleasant, Iowa — isn't exactly the type of service truck usually featured in this magazine. But we're making an exception because of the Al Capone connection. "Service" is actually the brand name of the truck, which was used for hauling freight, according to Bob Gerdes, president of the Old Threshers board of directors.

The Arledge Transfer Company once used this particular truck for freight transfers between Burlington and Chicago, which would have been about a four-day journey in the early 20th century, Weaver said.

It was a backroom deal

"The truck was given to Old Threshers over 20 years ago by the Arledge family," Gerdes recalled. "It had been used by the Arledge Transfer Company for hauling general freight in southeast Iowa and hauling loads to Galesburg, Ill., and to Chicago."

It's how Arledge came to own the truck that's the most interesting part of its provenance. The negotiation and exchange of money for the truck occurred at a bar on the south side of Chicago, where a representative for the seller kept going to a back room to work out the details with his boss, said Gerdes, who heard the story from a grandson of Arledge's owner. When it was all said and done, the title handed over listed "Capone Enterprises" as the original owner.

"So it was assumed that Al Capone was in the back room," Gerdes said.

Fast-forward to today and the truck certainly offered Weaver's collision and repair students some interesting challenges given the type of truck, its age, and the materials they had to work with during the restoration.

"The truck had wood construction with a tin layer, which can be a challenge to work with," explained Weaver, who has been teaching for 17 years. "But the truck was in fairly decent shape. It had a lot of paint build-up and we ended up stripping it all down and repairing lots of rust."

Restoring the lights to their original brass finish was another accomplishment, Weaver said. His students were also interested in the massive, hand-crank engine, although they never tried to start it. One of his favorite features of the truck was an old toolbox containing an assortment of original tools that would have been used to do repairs, including extra bearings and some spare, all-leather belts for the engine.

Elbow grease removed grease

Gerdes, who is also the director in charge of all the Old Threshers' museums, played a key role in arranging for the restoration work and is pleased with how it all turned out.

"The students had never seen, or worked

continued on page 15

Students restored 1919 "Service" truck to its original specs.

continued from page 14

on a vehicle this old, so they were amazed at the hard rubber tires and the truck's open design," said Gerdes, who also does his own restoration work on old automobiles. "Overall, the truck was in fair condition with rust on the running boards and old repairs on the main truck cab, but nothing that couldn't be repaired. The hardest part of restoration was getting the old grease off the frame and chassis so it could get painted."

For more information on the 1919 "Service" Capone truck and the Midwest Old Threshers organization's heritage museums, visit www.oldthreshers.org.

Mark Yontz is a freelance writer from Urbandale, Iowa.

"The truck had wood construction with a tin layer, which can be a challenge to work with. But the truck was in fairly decent shape. It had a lot of paint build-up and we ended up stripping it all down and repairing lots of rust."

— Tim Weaver, instructor, Southeastern Community College, Burlington, Iowa

Name plate identifies "Service" as the brand name of the truck.

Old truck started with a hand crank.

NEWS

Pennsylvania firm names new director of marketing

Curry Supply Company has appointed Heather Witt as its new director of marketing.

She takes over from Tom Catalano, who announced his retirement in September, the company said in a news release.

Witt comes to the company with over 12 years of marketing experience, most recently as global director of marketing and communications "with an equipment manufacturing company focusing on the mining and aggregate industries," the news release said.

Heather Wilt

In her new role, Witt is responsible for corporate marketing strategy, advertising, managing the firm's website, digital marketing, public relations, event management and promoting the company brand.

"We are very excited to have Heather on board to lead our marketing initiatives. Her industry background and experience are a great fit for the company during a time where we are experiencing tremendous growth," Curry president Jason Ritchey said in the news release.

Tom Catalano

Wilt has a bachelor's degree in business management, with a marketing concentration, from the University of Pittsburgh. She also taking classes to complete her master's of business administration degree.

Catalano had been marketing director since 2013 "and played a huge role in developing and promoting the Curry Supply brand," the release said.

Established in 1932 and based in Martinsburg, Pa., family-owned Curry Supply is a manufacturer and dealer of commercial service vehicles including service trucks.

BY DAN ANDERSON

SPEC MY TRUCK

Photos by Dallas Keenan

Alone and Liking It

Solo work is just fine with this Canadian mechanic

It took more than 40 years to design Terry Keenan's current service truck. The 62-year-old heavy equipment mechanic from Lively, Ont., started out doing field repairs from a Dodge pickup outfitted with a service body, and worked his way through a series of ever-larger trucks until it was time to outfit a service truck specifically for the rugged repair work he does in strip mines.

"I started with an '06 International 4400 chassis," says Keenan. "It's got a DT466 engine with a six-speed Spicer automatic transmission. It took some searching to find a newer truck without a re-gen engine. With this truck, I can run the engine at low rpms to power the PTO without worrying about clogging an exhaust filter. Plus, the cab's always warm."

A warm cab is a necessity during Ontario's brutal winters. Keenan has repaired equipment in temperatures as low as -50 degrees.

"Most of the mines don't have shops, so we work outside," he says. "We've got parachutes we rig (around the machines) to break the wind, and the mines usually have blast heaters, so it's not terribly bad. But it's always nice when I need to use my laptop to look something up, so I can get in the cab and warm up enough to feel my fingers again."

A Herd-brand grille guard protects his truck from collisions with the region's numerous deer and moose. Polished stainless steel exhausts resist corrosion from road salt. The 16-foot service body by Oro Design and Manufacturing was custom built to Keenan's specifications and topped with a "buggy whip" and light bar.

"The mines require you to have a light bar and buggy whip, with a flag and light on the whip," he says. "They're afraid the big trucks won't see you, and run over you, but they'd have a hard time not seeing my truck even without the lights and whip."

A 12,000 pound-capacity Stellar telescoping hydraulic crane with 28 feet of "reach" is mounted on the right rear corner of the service body.

"It's got a lot of 'oomph,'" says Keenan. "I can pull the transmission and diff out of a 777 Cat in one piece."

An Oro-installed hydraulic-powered air compressor sits on the left front corner of the service body. A Kubota-powered eight-killowatt diesel generator was recently mounted behind that compressor to bolster the truck's PTO-driven, hydraulic-powered generator.

"I normally use the hydraulic-powered generator mounted in one of the compartments for electrical power, but I had a contract that required me to work all night, so I put the diesel generator up there to power lights and other stuff without running my truck's engine all night during that job," he says.

> **"I normally use the hydraulic-powered generator mounted in one of the compartments for electrical power, but I had a contract that required me to work all night, so I put the diesel generator up there to power lights and other stuff without running my truck's engine all night during that job."**
>
> ***— Terry Keenan, Lively, Ont.***

LED floodlights are mounted on each corner of the bed, with an extra pair on each side at mid-body. Small LED lights in each compartment illuminate his tools, drawers and shelves. Special LED lamps mounted under the service body, pointed away from the truck, were an Oro Design bonus.

"Those lights shining out from under the body really help keep you from stumbling around in the dark on rough ground," he says. "They're one of those things that once you have them, you don't want to be without them."

American Eagle drawers were Keenan's choice for tool and parts storage.

"They last forever," he says. "I have them in the Kodiak (chassis) service truck that I replaced with this truck. I've got an employee running that truck now, and those drawers still work great."

TLD Services, which stands for Terry, Lois (his wife), and Dallas (his son, now apprenticing to follow in his father's steps) specializes in heavy equipment repairs at remote open pit mines.

"We're out for 14 days at a time, and back home for seven," Keenan says. "I like the challenge of being out there on my own, having to think and dig to get things fixed. I started out in dealerships, and found out I'm happier out in the field. I prefer to work alone, just me and the machine, trying to figure out what it's going to take to get it fixed and running."

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.

A hydraulic-driven air compressor sits ahead of an eight-kilowatt generator atop an Oro Design and Manufacturing service body.

A "buggy whip" with flag and light bar is required for visibility in open pit mines.

Polished stainless steel exhausts resist corrosion from road salt.

Terry Keenan, no small fellow, is dwarfed by his carefully specced and outfitted service truck.

Keenan stores many of his tools in their carrying cases, rather than jumbling them in drawers.

A 12,000-pound-capa feet of reach is mount

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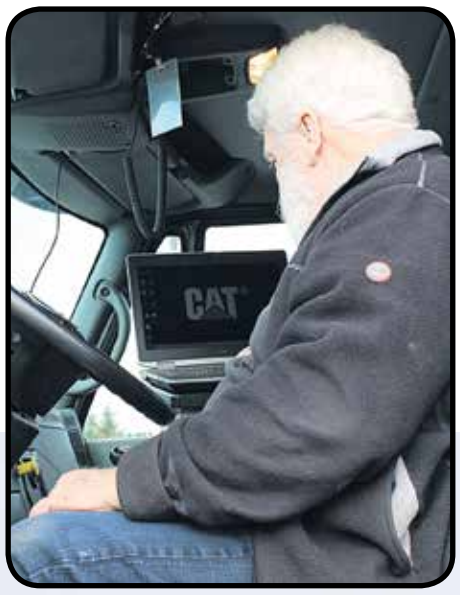


Keenan uses an in-cab laptop to access a full range of tech manuals and online information.

Keenan specified some over-long drawers on the passenger side to allow easy access to a variety of tools and supplies.

The bumper and grille guard is burly for a reason — moose collisions are common in Keenan's part of Canada.

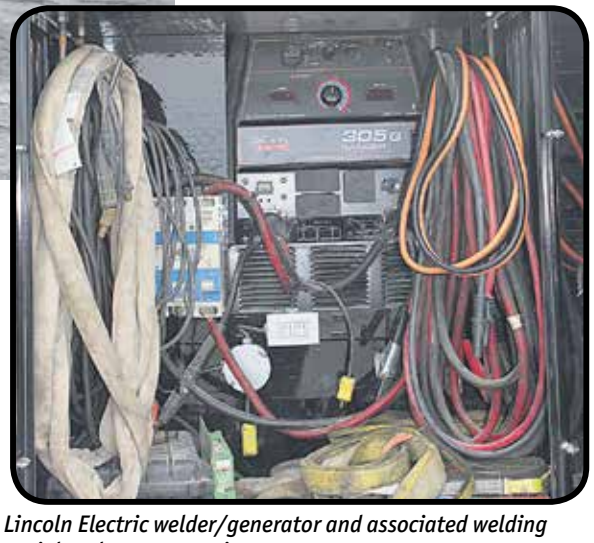
Everything is in its place, from a half-inch i.d. hose reel to a set of one-inch-drive air guns.

Vented door is required by law for compartments with flammable gases.

city Stellar telescoping hydraulic crane with 28 ed on the right rear corner of the service body.

Organization is the rule in the American Eagle drawers Keenan specified.

Custom graphics and polished stainless steel accessories make the truck sparkle.



Lincoln Electric welder/generator and associated welding peripherals own an entire compartment.

FORECAST

Industry hopeful new administration will cut costs and create opportunities

continued from cover

"It is also anticipated that commercial fleets engaged in fuel use reduction and sustainable transportation will remain committed to pushing for more efficient and productive work trucks."

— Doyle Sumrall, managing director, NTEA

looking to grow both at home and abroad.

With so much still up in the air, many say they're cautiously optimistic, but wary of trying to predict too much about 2017 too soon.

"I think for the most part, people are in a wait-and-see mentality," said Jim Brown, vice-president of commercial products for Omaha Standard Palfinger in Council Bluffs, Iowa. "We have seen quote activity increase now that the election is over, but I do think people are still holding on to their money fairly closely."

Opportunities for growth

Over the last few years, many businesses have seen sales spike as companies crawled out of the recession and began upgrading and expanding after a period of much more cautious spending.

Steve Latin-Kasper, the director of market data and research for NTEA, the trade organization of the work-truck industry, said he does expect that trend to continue. Although commercial vehicle sales have increased since the end of the recession, he said truck fleets are continuing to age — which means people will still be looking to make replacements.

"The market for commercial vehicles is expected to remain stable at a high sales volume level for several years," Latin-Kasper said.

Some in the industry, however, noted that the expansion might not be equal across the board. Companies linked primarily to the building industry, for example, have seen a boom in recent years. But those connected to other industries that have been slowed by regulation, like energy and mining, haven't necessarily shared in the same kind of growth.

Brown, with Omaha Standard Palfinger, said drops in some industries have prompted more activity in the used truck market than in new manufacturing.

"I think (growth) is really more market driven, or industry driven," he said. "If you look at the oil and gas industry, that's really down … I think once you see oil and gas come back, and mining come back, then the truck equipment industry will start to take off.

Impact of a Trump presidency

Some in the industry are hedging their bets on Trump's stated interest in improving the country's infrastructure, from roads and bridges to airports. While many of the specifics of his plans have not been released, Trump has said he wants to approve oil pipelines, coal export facilities, and use tax credits to spur private investment.

Brett Collins

Dennis Slater, president of the Association of Equipment Manufacturers, said he's hearing optimism in the machinery industry as Trump talks about his plans.

"All the talk about infrastructure and the need for infrastructure — it's top of the agenda, where in past years it was hard to get on the agenda," Slater said. "I think the fact that it's front and center in dialogue means that it's something that will happen."

Though he cautioned that it's too soon to make predictions about what Trump might do in office, Mike Kastner, NTEA's managing director, said the president-elect's campaign pointed to direct impacts on the service truck industry.

"In general, we expect that proposed regulations will face stronger cost/benefit scrutiny," Kastner said.

Still, some in the industry say the topics of some of the regulations remain a priority. Doyle Sumrall, another NTEA managing director, said his organization expects that "clean air and efficient

"All the talk about infrastructure and the need for infrastructure — it's top of the agenda, where in past years it was hard to get on the agenda. I think the fact that it's front and center in dialogue means that it's something that will happen."

— Dennis Slater, president, Association of Equipment Manufacturers

people and goods movement" will continue to be important.

"It is also anticipated that commercial fleets engaged in fuel use reduction and sustainable transportation will remain committed to pushing for more efficient and productive work trucks," Sumrall said.

Others report that while optimism may abound among many in the service truck industry in the U.S., some Canadian industry leaders are warier of Trump. Brett Collins, president of Venco Venturo Industries LLC, a Cincinnati, Ohio, manufacturer of truck-mounted cranes, service bodies, and hoists, said he recently went north on a business trip and found that "they think we're nuts," he joked.

Collins said Canada's focus on government and regulations that are sometimes more similar to some in Western Europe than those in the U.S. point to a real divide between the neighboring countries.

"Political events from around the world, as far as the election is concerned, are going to make Canadians more apprehensive," about business, Collins said.

But Tim Davison, product manager for Stellar Industries, a manufacturer of hydraulic truck-mounted equipment in Garner, Iowa, interviewed while on a visit to Edmonton, Alberta, found Canadians sharing a different perspective.

"The discussion up here is that they're quite happy Trump got elected, hoping he will open the Keystone Energy Pipeline," Davison said. "If he does, it will create new markets for oil, new jobs in Canada, and that helps us out because we sell equipment in Canada."

Davison said he's also hopeful that Trump will reduce some of the restrictions currently placed on coal.

Changing technology

Either way, it's clear the U.S. and Canada have much to share as the industry evolves and responds to political shifts. Collins, with Venco Venturo, said he's looking to Canadian trends to figure out how to get more efficient, particularly through the use of aluminum crane bodies.

He's also getting more interested in the use of European-style cargo vans as service vehicles, and in the increase in programmable logic controllers for cranes to help improve safety and accuracy.

"These are the systems that will basically take away the old-school technology of cranes, add a computer to it, and have a lot more inputs," Collins said.

Brown, with Omaha Standard Palfinger, says he's watching the rise of virtual reality technology. He said one of the biggest challenges at the moment is in getting the end-users of the equipment to be willing to cover the costs of the systems, which are getting increasingly complex.

"If the regulations change, and it is safety driven, it can get highly sophisticated," Brown said. "And if the chassis manufacturers keep adding to the stability control of the vehicles, that plays a part in what manufacturers can put in one."

Slater, of AEM, said the ConExpo-Con/Agg show in Las Vegas in March will provide a good opportunity for a glimpse into the future in a technology work area exhibit. It will showcase innovations that should help improve safety on the job or make projects more sustainable, ranging from biodegradable concrete to autonomous machinery.

"And then you already hear a lot of talk about drones, augmented reality where you can see what (a job site) is going to look like before you even get to it," Slater said.

Mike Kastner

Workforce challenges

Slater expects that some of those developments will be key in attracting new, young workers into the industry — particularly those who grew up playing computer games or operating in programs with virtual-reality environments. He's hopeful that the government will work with schools and private companies to expand partnerships aimed at showing young people the range of opportunities available in manufacturing and machinery to pique their interest early.

"The manufacturing of today has so much automation and they are using robotics and things to help them —and that requires a different kind of workforce, too," Slater said. "That factory job of 30 years ago isn't the factory job of today."

Several employers said they're running into the perennial challenge of finding qualified workers, particularly welders. But like business overall, they said much of the ebb and flow of the workforce in the service truck industry has to do with the current success of the industries they serve.

"When oil and gas is really booming, the railroad is booming, mining is booming," said Brown, with Omaha Standard Palfinger. "Finding those skilled workers is even worse, because they're chasing the dollars. They'll jump ship for another 50 cents and hour."

Brown, like others interviewed, said the success or failure of the next few years might be hard to predict, but one thing remains clear.

"We just need people to spend money," he said.

Erin Golden is a writer based in Minnesota.

WORK TRUCK SHOW

Work Truck Show avoids conflicting with ConExpo

This year's versions of two major trade shows take place on separate weeks in March

KEITH NORBURY

Unlike in 2014, the 2017 version of the annual Work Truck Show won't have to compete head-on with the triennial ConExpo-Con/Agg heavy equipment show.

This year, the Work Truck Show, which is once again returning to Indianapolis, will take place March 14-17. That's the week following ConExpo, which happens March 7-11 in Las Vegas and is organized by the Association of Equipment Manufacturers.

"Since ConExpo includes every major construction industry, and the Work Truck Show covers commercial vehicles for any industry, there is overlap between the two shows," said an email from Steve Carey, executive director of the NTEA — the Association for the Work Truck Industry, which organizes the Work Truck Show. "As owners and producers of the events, NTEA and AEM worked closely together on dates for the shows in 2017 to ensure that those companies and individuals who want to exhibit or attend both can do so."

Service Truck Magazine publisher Tom Henry (left) and sales manager Nick Moss get ready for the crowds at the 2016 Work Truck Show.

In March 2014, a scheduling snafu resulted in both shows taking place the same week. Despite that, the NTEA reported that attendance at the 2014 Work Truck Show was 10,160 — not far off the then-record of 10,600 in 2012. Attendees at the show had differing opinions on that, however, with some noticing a significant drop in turnout, and others observing little or no impact.

Only so many resources available

Todd Karolczak, marketing manager with Maintainer Corporation of Iowa Inc., said that in 2014 "it was pretty much impossible to do both shows." So the company had a smaller booth than usual at the 2014 NTEA show and sent different personnel to each of the shows.

This time around Maintainer will have a "normal sized" booth at the NTEA show and bring in two trucks. However, it won't be as large as Maintainer's booth at ConExpo. The NTEA isn't a big selling show for Maintainer, Karolczak said.

"As owners and producers of the events, NTEA and AEM worked closely together on dates for the shows in 2017 to ensure that those companies and individuals who want to exhibit or attend both can do so."

— Steve Carey, executive director, NTEA

"We're usually there to support the industry and to educate our dealers. However, last year we did get more leads than normal at that show. So that's an exciting development," Karolczak said. "But it is tough when they're running back to back."

He also has to get ready for the Fire Department Instructor Conference, a.k.a. the FDIC show, in April, also in Indianapolis. So he'll personally sit out the Work Truck Show this year, although he will attend ConExpo.

Many companies in the service truck industries exhibit at booth shows. For example, Iowa Mold Tooling, Stellar Industries, Miller Electric Manufacturing, VMAC, Vanair, and Service Truck Magazine have booths at each event.

"NTEA WTS is always the show for service/work truck products and services and with Indianapolis hosting again this is just a great place to do a comprehensive temperature

A pair of Rosie the Riveters — Kelsey Scott (left) and Jamie Thomas — prepare to answer, "We can do it!" to attendees seeking assistance at the 2016 Work Truck Show.

check on the industry and connect personally with key decision makers," said Nick Moss, advertising manager for *Service Truck Magazine*, which will have a booth at the Work Truck Show for the second straight year.

Moss, who will be attending the event for the fourth time, will be accompanied by publisher Tom Henry and editor Keith Norbury, who will each be making their third trip to Indianapolis for the show.

"We wouldn't miss this show for anything," Henry said. "It is the ideal mix of manufacturers and their representatives in a super, business-friendly setting. As far as *Service Truck Magazine* is concerned, there is simply no better trade show."

Chuck Hamilton, director of marketing for OEM sales for Boss Industries LLC, stands by the Lift Force, one of six new products Boss unveiled at the 2015 Work Truck Show.

Other companies in the industry, though, are choosing to exhibit at either one or the other of ConExpo or the Work Truck. For example, Teamco Inc., which makes Feterl service bodies, Summit Truck Equipment, and Brutus Truck Bodies, of Penticton, B.C., will have booths at ConExpo but not at the NTEA show. On the other hand, companies like Reading Truck Body LLC, Wilcox Bodies Ltd., Pride Bodies Ltd., and Venco Venturo LLC are exhibiting only at the Work Truck Show and not at ConExpo.

The choice appears to be based as much on geography as anything. Companies in the west tend to go to ConExpo while those in the east prefer Indianapolis, which is closer to home.

A better staffing arrangement

For Taylor Pump & Lift Inc., having the shows on different weeks means that "we can participate in both now instead of having to choose," said an email from Jeff Taylor Jr., vice-president and sales manager of the Concord, N.C. manufacturer of lube trucks, lube skids, and lube/fuel trucks.

For Taylor, the Work Truck Show "is for us to talk to people about distributing our products," whereas at ConExpo, "we will be talking to end users."

Having the shows on separate weeks is a better arrangement for staffing, said an email from Donna Popp-Bruesewitz, communications manager for Stellar Industries. However, it does keep staff away from the office for two straight weeks, she noted.

"We just don't have the human capital to send a full staff each to two important trade shows at the same time," she said.

Even having the shows on consecutive weeks hardly affords enough time to move materials from one show to the other. "So we either go without, modify, or double up on our equipment and supporting items,"

President Brad Cox (left) and Coxreels employees Denis Bleile and Jerry Medley (right) spruce up their booth before the opening of the 2016 Work Truck Show.

Popp-Bruesewitz said. "Ideally, if we could get a week or two buffer between them, it would certainly ease some stress."

Chuck Hamilton, director of marketing for OEM sales at Boss Industries LLC, said he would prefer that ConExpo were held on opposite ends of the year — with the NTEA show in the spring or summer and ConExpo in the winter.

Holding the Work Truck Show during a warmer period would create more opportunities for demonstrations, Hamilton said, noting that at the FDIC show in April, a lot of demos take place. "There's a lot of interaction in the city streets," Hamilton said.

Readying for red eyes

With Boss exhibiting at ConExpo for the first time this March, Hamilton is bracing for a hectic couple of weeks.

"That's definitely going to be some red eyes and late nights for me," he said.

His company has also had to create separate booths for each show. Boss is based in La Porte, Ind., about 150 miles north of Indianapolis. So with the Work Truck Show closer to home, the company will send a contingent of about nine staff compared to about four for ConExpo.

"But of those nine, three will be on the engineering side to take in some seminars and also some training for engineering guys that NTEA does offer for us," Hamilton said.

Mike Pettigrew, marketing manager for VMAC, will also take in both shows — hitting the last two or three days of ConExpo and the first two or three days of the Work Truck Show.

The latter presents an opportunity for a company like VMAC, which stands for Vehicle Mounted Air Compressor, to build relationships with the dealers that sell its

continued on page p22

Check out who's exhibiting at 2016 Work Truck Show

Among the many service truck-related exhibitors at the 2016 Work Truck Show are the following (with booth numbers in brackets):

A.L. Hansen Mfg. Co. (3031)
A-G Body Inc. (916)
Adrian Steel Co. (1605)
Altec Industries (2401)
AG Body Inc. (916)
American Eagle Accessories Group (5085)
Auto Crane Company (4339)
Auto Truck Group (4691)
Bauer Compressors Inc. (5670)
Blue Ridge Manufacturing (1033)
BrandFX Body Company (1811)
Bolt Locks by Strattec (4387)
Boss Industries Inc. (3039)
Caseco Manufacturing Inc. (4781)
Chelsea Products Div of Parker (3011)
Chevrolet Commercial Vehicles (1829)
CleanFuel USA (5762)
ComeUp USA (311)
Compressed Air Systems LLC (3040)
Coxreels (4786)
CTech Manufacturing (641)
Cummins Inc. (3377)
Curry Supply Company (723)
Cyclone by Sullivan-Palatek (3481)
Dakota Bodies (4481)
Del Hydraulics Inc. (3318)
DirectDrive Plus (4080)
Eaton (4171)
Eberhard Manufacturing (2135)
EZ Stak Inc. (5767)
Fairview Fittings & Manufacturing Inc. (5381)
Ford Commercial Vehicles (3239)
Freightliner Custom Chassis Corporation (4347)
Freightliner Trucks (4659)
Getec Inc. (3128)
Golight Inc. (4681)
Goodall Mfg. (5738)
Hamsar Diversco Inc. (5463)
Hannay Reels Inc. (5480)
Hansen International Inc. (4381)
Hino Trucks (4139)
IAA (100)
International Truck (3859)
Iowa Mold Tooling Co. Inc. (3139)
Isuzu Commercial Truck of America Inc. (4639)
Jotto Desk (2647)
Kargo Master Inc. (409)
Kenworth Truck Co. (1401)
The Knapheide Manufacturing Company (3755)
Liftmoore Inc. (3319)
Mack Trucks Inc. (3527)
Maintainer Corp. of Iowa Inc. (3519)
Masterack (4159)
Mercedes-Benz Vans (4359)
Meyer Distributing (5491)
Miller Electric Mfg. Co. (4081)
Mobile Desk (509)
Monroe Custom Utility Bodies Inc. (5447)
Morgan Olsen (4939)

The Knapheide Manufacturing Company will again be one of the more than 500 exhibitors at the Work Truck Show in Indianapolis.

Muncie Power Products (3320)
Next Hydraulics (2341)
Nissan Commercial Vehicles (1437)
Norstar (515)
NTEA (3401)
Odyne Systems LLC (5667)
Optronics International (4484)
Palfinger North America Group (3559)
Peterbilt Motors Company (1819)
Power-Packer (3880)
Pride Bodies Ltd. (2241)
Propane Education & Research Council (5591)
ProTech Industries Inc. (2117)
Ram Mounts (805)
Ramsey Winch (4343)
Reelcraft Industries Inc. (3984)
Reading Truck Body LLC (3259)
RKI Inc. (3427)
Ranger Design Inc. (4991)
Roush CleanTech (5791)
Rush Truck Centers (5937)
Sage Oil Vac Inc. (4782)
Service Truck Magazine (5404)
Sortimo by Knapheide (3739)
Spitzlift (1515)
Stahl Truck bodies (3119)
Stellar Industries Inc. (5073)
Supreme Corporation (1633)
Superwinch LLC (5839)
Switch-N-Go (1333)
Taylor Pump & Lift (3060)
Telogis Inc. (2525)
Terex Utilities (5359)
Tiger Cranes / Service Trucks International (4375)
Truck Craft Corp. (709)
Truck-Lite Co. LLC (4973)
TruckOffice (4291)
Unique Truck Accessories (101)
Vanair Manufacturing Inc. (3469)
Venco Venturo Industries LLC (3411)
VMAC - Vehicle Mounted Air Compressors (821)
Warn Industries Inc. (5645)
Warner Bodies (3049)
Webasto Thermo (741)
Western Mule Cranes (543)
Western Star Trucks (4959)
Wilcox Bodies Ltd. (2011)
WW Engineering Inc. (2534)
Zenex International (5482)

WORK TRUCK SHOW

continued from page p21

products. ConExpo, on the other hand is a way to generate leads to pass along to those dealers, Pettigrew said.

When the two shows coincided in 2014, VMAC had to "divide and conquer" with skeleton crews at both shows.

"It made logistics difficult and just increased our costs all around in terms of having duplicate displays and what not," Pettigrew said. "So having them at different times gives us a little bit of time to ship in between if need be and get people to both shows."

Jeff Taylor Sr. of Taylor Pump & Lift Inc. staffs the company's booth at the 2015 Work Truck Show.

Nevertheless, he is bracing for a busy couple of weeks.

"ConExpo is such a long tiresome show in the outdoors in the desert dry air. So it definitely wears you down," said Pettigrew, whose company is based in Nanaimo, B.C. "Whereas in Indianapolis, there's such good energy. You're seeing people you know, and you're giving hugs, and you're shaking hands. People are laughing and having a good time. So it's definitely more of a social event in Indianapolis whereas ConExpo just seems like work."

Prepare for educational excitement

The NTEA's Steve Carey said the 2017 Work Truck Show offers some exciting educational sessions. They included demonstrations on complying with the new Federal Motor Vehicle Safety Standard 111 rearview camera requirements, sessions on greenhouse gas Phase 2 rules, and a seminar on recruiting and retaining the next generation.

"We think the keynote address by Howie Long and Terry Bradshaw will be fun, as will our new Wreck Room — an arcade room where show attendees can take a break from walking the floor to play classic video games," Carey added. "This will also be our largest event in the history of NTEA."

The show's goal is to exceed the personal and business expectations of exhibitors and attendees alike, he said. "We believe the 2017 event is well on its way to achieving that objective."

Truck technology expert to address green summit

The senior vice-president of engineering and technology for Daimler Trucks North America will give a keynote address to kickoff the 2017 Green Truck Summit in Indianapolis this March.

Dr. Wilfried Achenbach will speak following opening remarks at 8:30 a.m. on March 14, the first day of the summit, which is held in conjunction with the annual Work Truck Show, according to a news release from the NTEA, the Association for the Work Truck Industry, which organizes both events.

"Dr. Achenbach is Daimler's leading authority for technology and truck development, so how he sees the truck industry moving over the next couple of decades is going to be enormously insightful," NTEA managing director Doyle Sumrall said in the news release.

The summit and show take place at the Indianapolis Convention Center.

Green Truck Summit general and special sessions take place March 14, followed by a Ride-and-Drive event on March 15 and 16 as well as concurrent sessions on those dates with the Work Truck Show. The latter opens on March 14 with education sessions, with the exhibit hall open March 15-17.

"The objective of the Green Truck Summit is to bring together the top people who are leading the thinking and decision-making about clean energy technologies and fuels, so they can share their thoughts with the industry and generate some real dialog that will help to move things forward," Sumrall said. "Selecting clean technologies and fuel investments are challenging long-term commitments, and many operational decisions have to align with these decisions. When you factor in the unknowns of the longevity of low fuel costs and a new U.S. administration, this year's Green Truck Summit will be more impactful, informational and fascinating than ever."

Dr. Wilfried Achenbach

Among topics covered in the summit's general sessions will be the following:

· government objectives for zero-emission transportation and outlook on future policies;

· fuel and technology options paving the path to zero-emission commercial vehicles;

· the effects of Phase 2 greenhouse gas regulations;

· renewable fuels analysis and vehicle life cycle impacts; and

· new products and technology applications for fuel use and emissions reductions.

For more information and to register, visit www.worktruckshow.com.

NEWS

Strategic account manager joins Pennsylvania company

Jim Hanson

Jim Hanson has joined Curry Supply Company as strategic account manager. He brings to his new role over 11 years experience in fleet management with a large and reputable Philadelphia area dealer, said a news release announcing the appointment.

"His overall knowledge and fleet management experience will provide our customers a major value as they look for solutions to increase their sales and profitability," Curry president Jason Ritchey said in the release.

Hanson, whose previous positions included fleet manager and fleet administrator/purchasing agent, will represent Curry's entire product line, which includes mechanics trucks, fuel/lube trucks, lube trailers and skids.

"I am very excited to be on board with Curry Supply and to be supporting the trucks and suppliers directly," the release quoted Hanson, who will report to Ralph Dodge, Curry's director of business development. "My fleet management experience will be a value added tool that I can provide customers who are focusing on their return on investment."

Founded in 1932, Curry is a family owned business based in Martinsburg, Pa. For more information, visit www.currysupply.com.

Niagara Falls firm names new VP

Palfinger has appointed Randy Wingenroth as vice-president of operations for the company's North American business area.

Wingenroth succeeds Michael Berger, who is returning to Palfinger's headquarters in Austria to become head of corporate human resources, said a news release from the company.

Bringing over 20 years of senior leadership experience in operations, strategic sourcing, supply chain management, and lean manufacturing, Wingenroth will work Mark Woody, the vice-president of sales, to lead Palfinger's North American business, the release said.

Both men will report to Lennart Brelin, president of Palfinger's Americas region.

"Randy will be a great addition to the management team and with a stronger drive for process quality, consistency and lean manufacturing, I'm confident that his contributions will add great value for our customers," Brelin said in the release.

Palfinger North America is headquartered in Niagara Falls, Ont. The company's products include knuckle-boom cranes, mechanic trucks, service cranes, and hoists.

Efficient Drivetrains Inc. will provide its electric and hybrid-electric drivetrains to the partnership.

Deal brings clean drivetrains to fleet

First Priority GreenFleet Ltd. has announced a partnership with Efficient Drivetrains Inc. on a "suite of clean transportation solutions."

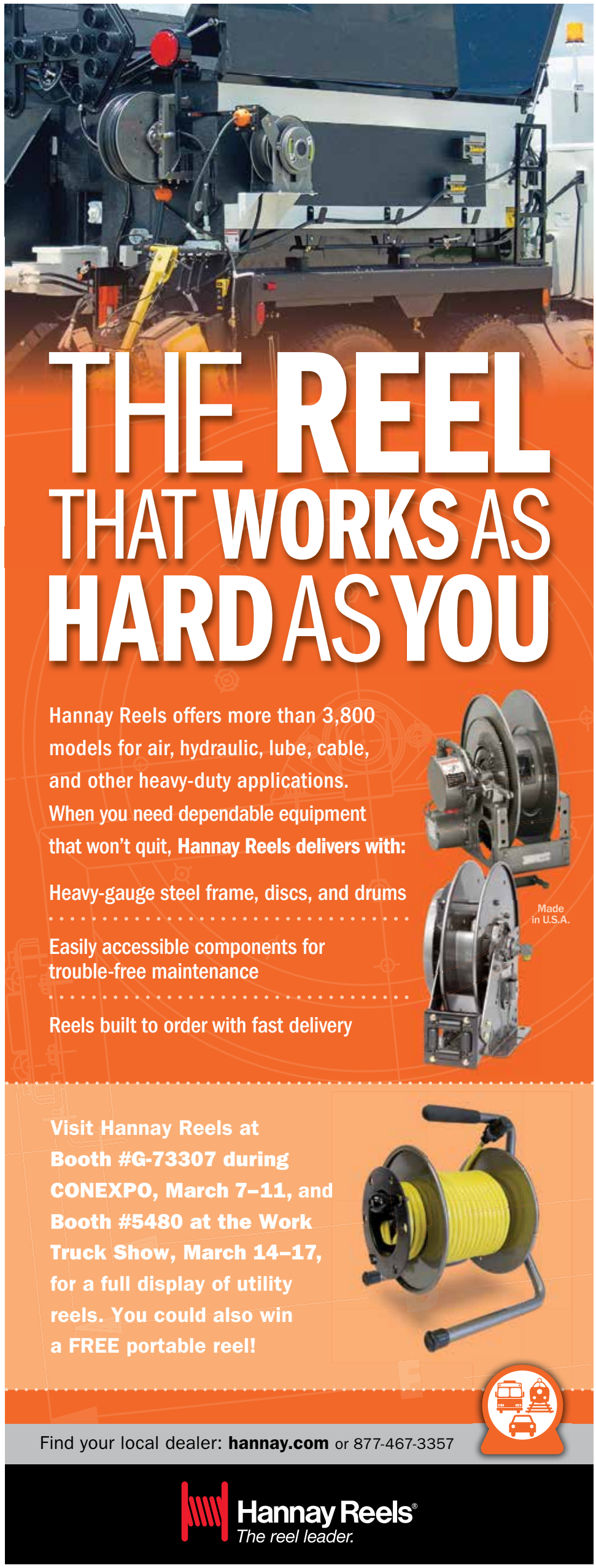
Under the deal, EDI would provide its trademarked technologies including its electric and hybrid-electric drivetrains as well as vehicle-control software, telematics, and two-way exportable power, said a news release announcing the partnership.

First Priority, meanwhile, "will provide volume manufacturing and service capabilities for EDI customers," the release said.

The electric vehicles — from class 2 to 8 — will replace conventional-fuel vehicles in such sectors as utilities, emergency response, and logistics, the release noted.

The partnership aims to help meet California's emissions initiatives — such as the Sustainable Freight Action Plan, and the Zero-Emission Vehicle Action Plan — while also creating employment and economic development in California's Central Valley.

In March, First Priority, which is a division of First Priority Global Ltd., acquired the assets of Electric Vehicle International, whose products include a plug-in-hybrid utility service truck.



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Natural gas and service trucks *continued from cover*

academia, and other government laboratories to fulfill the DOE's overall mission by addressing key national challenges related to clean energy, environment, technology, and national security.

It all depends on the niche

A report authored in February 2015 by Argonne's Andy Burnham, Marianne Mintz, and Marcy Rood is a good resource on the laboratory's recent work. Titled "Status and Issues for Natural Gas in the United States: Alternative Fuel and Advance Vehicle Technology Market Trends," the study provides an overview of the use of alternative fuels in certain types of vehicles, including service trucks, and offers some analysis on future opportunities in key markets.

"Fleets considering conversion of all, or part of their fleets to NGVs [natural gas vehicles] will need to either separate maintenance of those vehicles from that of their gasoline or diesel vehicles, or upgrade their garages to increase ventilation and comply with other codes and standards. For fleets planning to convert over several years, this upfront cost could be a significant barrier."

— Marianne Mintz, Argonne National Laboratory

"Alternative fuels and advanced vehicle technologies typically work best in different applications. For example, natural gas-based fuels and biodiesel are good options for heavy-duty vehicles, while ethanol, propane, and electricity are good options for light-duty vehicles. Therefore, it depends on the transportation niche on what fuels hold the most promise," explains Andrew Burnham, a principal environmental scientist at Argonne National Laboratory who develops tools and provides technical analysis for the DOE's Clean Cities program.

According to Burnham, there are also quite a few alternative fuel options for medium-duty work trucks, including compressed natural gas, a.k.a. CNG, propane, and biodiesel with plug-in electric options. In high fuel use applications, though, he says medium-duty trucks can benefit from low-cost fuels, such as CNG and propane, but indicates there are also potential operational benefits versus the use of diesel, like lower noise and not needing certain after-treatment equipment and/or particulate filters.

"For the annual reporting of the U.S. DOE's Clean Cities program, CNG has recently accounted for more than half of the petroleum displacement from alternative fuel vehicles, as the program has found success with this fuel in high fuel use, heavy-duty applications," Burnham says.

Low oil prices reduce appeal

Despite these positive numbers, the authors point to a number of barriers when it comes to further utilization of alternative fuels in all types of vehicles. These include: fueling infrastructure access and costs; the incremental cost of alternative fuel vehicles; and the current low cost of petroleum-based fuels.

"Natural gas fueling infrastructure deployment was a key part of the DOE's Clean Cities Recovery Act grants and significant amounts of public infrastructure has been built in the last few years. For fleets, however, public infrastructure may not meet their needs and building private infrastructure may be required," explains Burnham, who says the recent low price of petroleum makes the economics of natural gas service trucks less appealing.

"Natural gas fueling infrastructure deployment was a key part of the DOE's Clean Cities Recovery Act grants and significant amounts of public infrastructure has been built in the last few years. For fleets, however, public infrastructure may not meet their needs and building private infrastructure may be required."

— Andrew Burnham, Argonne National Laboratory

Nonetheless, opportunities to convert fleets to alternative fuels, like natural gas, are readily available throughout the United States. For example, Burnham points out the demand for renewable natural gas has continued to increase because it is eligible for renewable identification number, or RIN, credits under both the U.S. Environmental Protection Agency's Renewable Fuel Standard, and each of the low carbon fuel standards for California and Oregon. However, the authors still say a number of things should be considered before any fleet conversion occurs.

"Fleets considering conversion of all, or part of their fleets to NGVs [natural gas vehicles] will need to either separate maintenance of those vehicles from that of their gasoline or diesel vehicles, or upgrade their garages to increase ventilation and comply with other codes and standards. For fleets planning to convert over several years, this upfront cost could be a significant barrier," says Marianne Mintz, a deployment and analysis team lead for Argonne National Laboratory's Energy Systems Division.

Likewise, Burnham points out fuel prices are also a "key tipping point" in the overall equation. For example, in markets where natural gas is an important and readily available fuel, natural gas vehicles account for about 20 percent of fuel use, as well as a significant percentage of new sales in high-fuel, high-mileage truck markets. That's because these applications can pay back the higher cost of the vehicles with fuel savings more quickly. Given this, he says, a significant portion of today's natural gas vehicles are found in California, though other states and regions have made progress in building significant natural gas fueling infrastructure.

"NGVs can provide significant environmental benefits, especially when using RNG and NOx [low-nitrogen oxide] engines, and can offer total cost of ownership economic benefits in high fuel use fleets. The continued development of natural gas infrastructure and strategies to bring more online is also important," Burnham explains.

Find the right duty-cycle

In summary, the authors suggest that finding the right duty-cycle is the key to finding the right applications for natural gas when it comes to utility service vehicles. Class 3 vehicles, like utility service vans, offer a good market for the use of natural gas given the adoption of natural gas vehicles into fleets with similar duty cycles (such as Verizon and AT&T). However, it is a big, diverse market — of roughly 256,000 vehicles that account for 3.2 billion driving miles and 410 million gallons of fuel per year — so they argue that one natural gas solution is unlikely to fit the needs of all service vehicles, fleets, markets, and companies.

Mark Yontz is a freelance writer from Urbandale, Iowa.

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NEWS

New distributor to serve Pacific Northwest region

Oregon-based Carco Industries Inc. has been added to the distribution network of service truck manufacturer Iowa Mold Tooling Company Inc.

Founded in 1973 and located in Tualatin, Ore., Carco "manufactures top quality lubrication and service equipment for the construction, aggregate and mining industries," said a news release from IMT. Carco will serve IMT customers in the Pacific Northwest.

Carco Industries products include mechanics trucks.

"We're proud to welcome Carco Industries to our distributor network," the release quoted IMT sales manager Tom Wallace. "Carco Industries' dedication to providing premier service vehicles coupled with their extensive industry experience make the company an ideal partner for IMT. Working with Carco Industries, our customers in the Pacific Northwest will have access to the right equipment for their applications and receive superior service after the sale."

Carco president Mark Denny said in the release that he is looking forward "to growing our relationship" with IMT. "Our partnership with IMT is a natural fit, as we share the same core values: dedication to remarkable customer service and first-rate product support," Denny said.

Field-tested under extreme conditions by demanding operators, Cargo products "have consistently performed beyond expectations," the release noted.

According to Carco's website, the company's product lines include mechanic crane bodies and lighter-weight service bodies. An Oshkosh Corporation company, IMT is based in Garner, Iowa.

For more information, visit www.carcoindustries.com.

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Boss Industries promotes its wares at the 2015 Demo Expo in Louisville, Ky.

Compressor maker names new regional sales manager

Brandon Stremme has been appointed central regional sales manager for compressor manufacturer Boss Industries LLC.

Stemme brings to his new role nine years of technical sales within Boss, the company said in a news release.

He will focus on distributor support in the region.

Founded in 1988 add based in LaPorte, Ind., Boss Industries manufactures PTO-driven, engine-driven, and hydraulically-driven rotary screw air compressors, and a wide selection of rotary screw airends for OEM applications. Boss also offers a range of piston air compressors. The company's compressors are "ideal for the utility and service truck industry."

For more information, visit www.bossair.com.

NEW PRODUCTS

New truck bodies in production

The 2017 versions of the new "II" model truck bodies from Maintainer Corporation of Iowa Inc. started rolling of the production floor in mid December, said a news release from the manufacturer.

"Many of the changes on our units may be subtle, but they are being implemented to increase operator efficiency and safety," the release quoted Tom Wibben, Maintainer's sales and service manager. "We also believe that Maintainer truck bodies will add to our customers' bottom line due the overall value of the product."

Tom Wibben, sales and service manager with Maintainer Corp. of Iowa Inc., talks with Claude Williams III (left), corporate fleet manager with Gregory Poole Equipment Corp of Raleigh, N.C., and (right) Tod Bisanar, fleet manager with Carolina Cat, at the 2015 Work Truck Show in Indianapolis.

Part of Maintainer's Signature Series, the II bodies incorporate the Sheldon, Iowa-based company's "most popular features into a standardized line," the release said. Model year changes will be incorporated in custom and standard bodies alike.

Features include weight-saving redesigned workbench and step bumpers. In addition, the stainless bumper shells and steps provide extra corrosion resistance.

To ease side-step access to the bumper, Maintainer has redesigned the handle and added strip lighting or better visibility in the dark.

For more information, visit www.maintainer.com.

New compressor mounts engineered

Mounting kits are now available for various models of VMAC air compressors.

VMAC, which stands for Vehicle Mounted Air Compressors, announced in mid December that it completed development of mounting kits for 2017 model vans and trucks of its Underhood and Direct Transmission Mount compressors.

All the Underhood models — 30, 70, and 150 cubic feet per minute versions — as well the 70 cfm DTM model "are ready for production and will be shipping in January," the release quoted Mike Pettigrew, VMAC's marketing manager.

"It was an unprecedented year for the number of systems that required re-design but we're pleased that shipments will be going out shortly," Pettigrew added.

The Nanaimo, B.C.-based company works closely with van and truck manufacturers to ensure that the mounting kits don't affect warranties. The kits are "custom engineered" for specific makes, models, engines and model years.

Mounting kits available for the 2017 model year include the following:

- Ford gas/diesel Super Duty trucks and vans;
- Ram gas/diesel trucks and vans;
- GMC/Chevy trucks and vans; and
- Mercedes-Benz/Freightliner Sprinter vans.

For more information, visit vmacair.com/uh2017.

The Underhood 70 is among the compressor models that now have brackets for 2017 truck and van models.

Composite bodies promises fuel savings

Trademarked EverLast composite service bodies from BrandFX Body Company can support "a wide range" of cranes and aerials, says a news release from the company.

The bodies — which are used in such industries as mechanical, electrical, plumbing, and utilities — weigh as little as half that of similar steel bodies, the news release said. That can result in thousands of dollars in fuel savings each year.

EverLast composite service bodies weigh about half that of comparable steel bodies, says the manufacturer.

The lighter EverLast bodies also reduce wear on suspensions, tires, and brakes, the release said.

"This reduced weight can also allow for additional load capacity for a truck equipped with an EverLast service body," the release said. "In some cases, the lighter weight of these bodies will even allow an operator to downsize vehicles."

The bodies are molded from a proprietary formula. The construction technique provides rounded edges, which improves aerodynamics and safety, the release added.

According to the company, the bodies won't crack or dent and will retain a quality finish for years.

The EverLast bodies are available for 40-, 56-, 60-, and 84-inch cable-to-axle trucks.

Headquartered in Fort Worth, Texas, BrandFX also has production and/or installation facilities in Florida, Georgia, Indiana, Iowa, and Minnesota, according to the company website.

For more information, visit brandfxbody.com.

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NEW PRODUCTS

Truck crane eases maintenance of Maine boat-launching facilities

A few years ago, the man who manages public boat launching sites in Maine needed a truck-mounted crane to do his work.

Joe Powers found was he was looking for in an ET18KX crane from Venco Venturo Industries LLC, according to publicity material from the manufacturer.

Venco Venturo's ET18KX crane handles a wharf for Maine's boating facility program.

As maintenance coordinator of the boating facility program with Maine's Department of Agriculture, Conservation and Forestry, Powers had issued a competitive bid that included a crane mounted on a diesel-powered Ford F-450. The crane would be used to conduct repairs on boat launches and to move floating docks around a territory of about 21,000 square miles encompassing six counties.

Maine-based Messer Truck Equipment won the bid and specified the ET18KK, according to Venco Venturo, which is headquartered in Cincinnati, Ohio.

The 1,500-pound capacity electric-hydraulic powered crane has an eight- to 12-foot hydraulic boom extension as well as 12- to 16-foot manual boom extension and continuous power rotation.

"We needed to spec a heavy enough piece of equipment and the ET18KX was the perfect solution and we haven't been disappointed since," the promotional material quoted Powers. "It is well-manufactured and is a very reliable piece of equipment that does everything we expected it would do."

Powers noted that he works alone about 95 percent of the time and has found that the ET18KX is like having two extra co-workers.

"I am able to lift items and materials on and off back of truck as well as move around a job site with ease," he said. "The ease of operation with the remote pendant is fantastic and the controls are very straightforward, easy to learn and easy for repeatability."

About 90 percent of the time, the crane operates outdoors and in harsh weather. So Powers is also impressed with its ease of maintenance.

"In the spring, summer and fall, a lot of the areas we are traveling are along the coast of Maine and there is always a chance for saltwater contamination in the air, which can cause corrosion," Powers said. "We replaced the truck and kept the same crane body, which is the first major maintenance we have had to due and I was able to diagnose and service the crane to do the maintenance myself."

He added that other operators he has met and talked with have also been impressed with the ET18KX.

Pre-heater fits in small spaces

The new five kilowatt Hydronic S3 Economy engine pre-heater from Eberspaecher has "compact dimensions and flexible installation options," says a news release from the company.

Cutaway illustration shows inner workings of Hydronic S3 Economy engine pre-heater.

That enables "simple retrofitting" in off-highway and construction equipment, work trucks, days cabs and other vehicles, said the news release from Eberspaecher NA, which is based in Mississauga, Ont.

"With the new EasyScan diagnostic and service tool, workshop staff can analyze the operating condition of the pre-heater easily and quickly," the release said.

According to the company, the Hydronic S3 Economy is an efficient water heater with CAN bus interfaces. The heater has also received approval from the California Air Resources Board. According to a letter from the board to Eberspaecher, the new heater meets the state's idling emission reduction requirements.

The new heater has "stepless heating power control" and "works efficiently with all popular types of fuel," the release said. An encapsulated fan motor, which separates hot and cold components, "is designed for longevity." The unit also has a high protection rating against "the ingress of water during high-pressure or steam jet cleaning."

New water spigots, which rotate fully by 360 degrees and are fully replaceable, "ensure convenient and rapid fitting in a range of installation positions." Using "optimized brackets," the unit can be mounted "in the smallest possible space."

Eberspaecher NA is a subsidiary of Germany-based Eberspächer Group.

For more information, visit http://www.eberspaecher-na.com.

Programmable padlocks available for various heavy-duty truck models

File photo by Keith Norbury

Marketing analyst Jason Buckles demonstrates a BOLT padlock at the company's booth at the 2014 Work Truck Show in Indianapolis.

Various models of heavy duty work trucks are compatible with programmable padlocks from Breakthrough One-Key Lock Technology, better known by its acronym BOLT.

"Using patented lock technology, BOLT locks are permanently programmed the first time the ignition key is inserted into the BOLT lock cylinder, immediately coding the cylinder to that unique key," said a recent news release from BOLT. "From then on, only the driver's ignition key is needed to unlock a padlocked toolbox, unhitch a trailer or remove a ladder from a ladder rack."

Among the heavy-duty truck models compatible with the BOLT technology are the following:

- Freightliner, 1997-2015;
- International, 2006-2015;
- Mitsubishi Raider, 2006-2009;
- Sterling, 1990-2013; and
- Volvo VN Series, 2005-2013

BOLT locks enable a single ignition to open multiple locks, which can secure tools, gear, trailers "and other valuable equipment," the release said.

According to the company, "weatherproof BOLT locks are manufactured with an electroless nickel-plated carbon steel pin or shaft assembly/shield for strength and durability, and feature an automotive-grade stainless steel lock shutter, a durable, protective rubber shell and a six-plate tumbler sidebar that prevents picking and bumping."

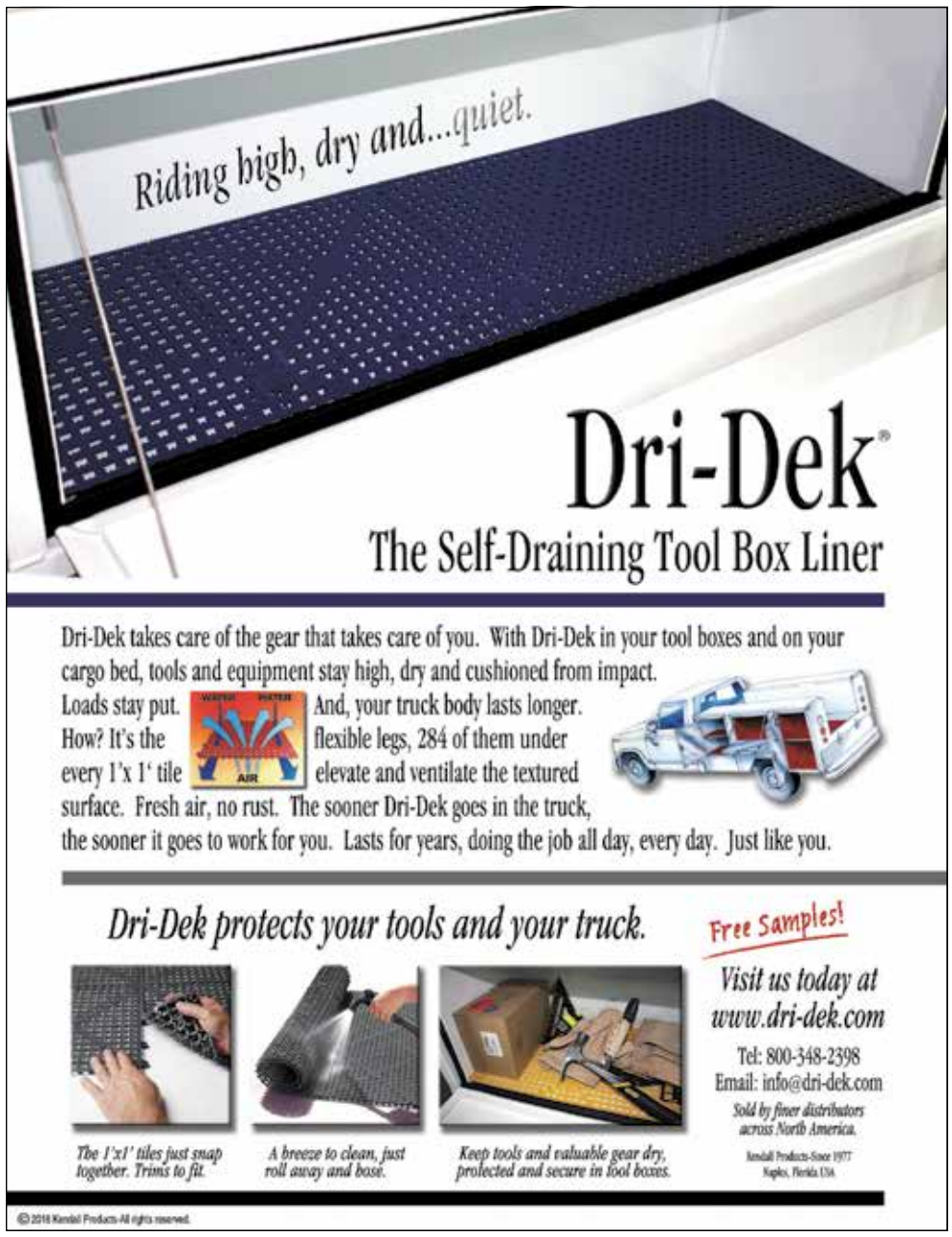
For example, the BOLT padlock "is designed to keep anything that can accept a padlock secured in any type of weather."

Other BOLT products include the following:

- 5/8-inch receiver lock, designed to fit a Class III, IV or V hitch, as well as both a two-inch and 2.5-inch square receiver;
- coupler pin lock that fits half inch to three and 3/8-inches and is adjustable in increments of 1/8-inch;
- cable locks made from six-foot by 1/4-inch vinyl-coated coiled cable and which feature an automotive-grade lock shutter to keep out weather and debris; and
- toolbox latch retrofit kit, which allows a toolbox cylinder retrofit for DeeZee, UWS and other leading toolbox brands to protect and secure tools.

BOLT locks are made by Milwaukee-headquartered Strattec Security Corporation, a designer and manufacturer of locks and other "access control products" such as latches and power lift gate systems, according to the Strattec website.

For more information, visit www.boltlock.com.



CALENDAR OF EVENTS

JANUARY 2017

Jan. 12-16, 2017
New England International Auto Show
Boston Convention & Exhibition Center, Boston, Mass.
"The premier showcase of the newest model year imported and domestic vehicles — cars, vans, crossovers, hybrids, light trucks and sport utilities."
http://www.bostonautoshow.com

Jan. 16-20, 2017
World of Concrete
Las Vegas Convention Center, Las Vegas, Nevada
"Featuring innovative products, construction machinery, construction equipment, safety training courses, new technologies and unlimited networking opportunities.
https://worldofconcrete.com

Jan. 26-29, 2017
National Automobile Dealers Association Convention & Expo
Ernest N. Morial Convention Center, New Orleans, La.
"Come celebrate NADA's 100th anniversary and expand your brand's recognition at the industry's largest marketplace of products and technologies."
http://convention.nada.org

FEBRUARY 2017

Feb. 3-4, 2017
Mid-West Truck & Trailer Show
Peoria Civic Center, Peoria, Ill.
"Started by the Mid-West Trucking Association in 1962, the show has been a venue for lasting business relationships and the perfect showcase for new product and innovations."
http://www.midwesttruckshow.com/

Feb. 7-9, 2017
Advanced Manufacturing Expo & Conference
Anaheim Convention Center, Anaheim, Calif.
"Learn cutting edge technology from 150+ industry experts."
http://anaheim.ubmcanon.com

Feb. 11-18, 2017
Toronto Truck Association Convention
Riu Palace Antillas Hotel, Palm Beach, Aruba
http://torontotrucking.org/tta-2017-convention-in-aruba/

Cranes will again dominate the Las Vegas skyline when ConExpo-Con/Agg returns to Sin City this March.

Feb. 14-17, 2017
Specialized Transportation Symposium
The Hilton Orlando Lake Buena Vista, Orlando, Fla.
"The 2017 symposium is expected to attract 500 specialized carriers, state and federal government officials, researchers, manufacturers and suppliers to the industry."
http://www.scranet.org/SCRA/Events/

Feb 22-25, 2017
Water & Wastewater Equipment, Treatment & Transport Show
Indianapolis Convention Center, Indianapolis, Ind.
Each year, over 12,000 people gather from all parts of the world to see the latest in equipment and technology in the expo hall, participate in over 110 education sessions, and network with professional colleagues.
https://wwettshow.com

Feb 26-March 1, 2017
The Rental Show
Orange County Convention Center, Orlando, Fla.
"Features construction/industrial equipment, general tool/light construction equipment and party/special event equipment."
http://www.therentalshow.com

Feb. 27-March 2, 2017
NATE United 2017
Fort Worth Convention Center, Fort Worth, Texas
"The National Association of Tower Erectors is a non-profit trade association that provides members with uniform safety standards, improved communications, and a unified voice for tower erection, service and maintenance companies."
http://natehome.com/annual-conference/nate-unite-2017/

MARCH 2017

March 7-11, 2017
ConExpo-Con/Agg
Las Vegas Convention Center, Las Vegas, Nevada
"Every major construction industry is represented amongst 2,400 exhibitors, including asphalt, aggregates, concrete, earthmoving, lifting, mining, utilities and more."
http://www.conexpoconagg.com

March 14-17, 2017
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.ntea.com/worktruckshow/

March 19-22, 2017
North American Iron Workers/IMPACT Labor-Management Conference
Sheraton San Diego Hotel & Marina, San Diego, Calif.
http://www.impact-net.org

March 23-25, 2017
Mid-America Trucking Show
Kentucky Exposition Center, Louisville, Ky.
"The show attracts 70,000 attendees and 1,000+ exhibitors from throughout the United States and abroad."
https://www.truckingshow.com

APRIL 2017

April 3-6, 2017
ProMat
McCormick Place, Chicago, Ill.
"ProMat enables you to put your material handling and supply chain solutions in front of tens of thousands of potential customers."
http://www.promatshow.com

April 6-7, 2017
National Heavy Equipment Show
International Centre, Mississauga, Ont.
"Held biennially, it is a showcase of the leaders of the heavy equipment, road building, construction, snow removal, aggregates and related sectors."
http://www.masterpromotions.ca

April 24-29, 2017
Fire Department Instructor Conference 2017
Indiana Convention Center and Lucas Oil Stadium, Indianapolis, Ind.
780 exhibitors and 32,439 attendees were present at FDIC International 2016.
http://www.fdic.com

April 25-27, 2017
Precision Machining Technology Show
Greater Columbus Convention Center, Columbus, Ohio
"PMTS is an international gathering of the manufacturing professionals who are moving the industry forward."
http://www.pmts.com

April 25-28, 2017
NAFA 2017 Institute & Expo
Tampa Convention Center, Tampa, Fla.
"Designed around your needs both for new and veteran fleet managers to get the tools they need to succeed."
http://www.nafainstitute.org

MAY 2017

May 1-4, 2017
Alternative Clean Technology Expo
Long Beach Convention Center, Long Beach, Calif.
"The largest clean fleet event."
http://www.actexpo.com

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