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Service Truck

THE MAGAZINE FOR MOBILE HEAVY DUTY REPAIR AND MAINTENANCE

PREMIERE ISSUE

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FEATURE



SPEC MY TRUCK

Jeff "Sparky" Sparks, a veteran John Deere agricultural mechanic and road warrior based in Perry, Iowa, is an unapologetic "tool freak." He tells fellow mechanic — and veteran freelance writer — Dan Anderson all about his Kenworth cargo truck with its STI service body and accessories in the first installment of Service Truck Magazine's "Spec My Truck" feature on page 12 and 13. Photo by Dan Anderson

INDUSTRY OUTLOOK

Challenges drive opportunity

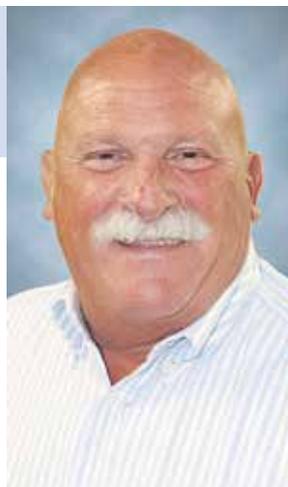
What an IHS Automotive expert reveals about challenges faced by the service truck industry

LEAH GROUT GARRIS

The service truck industry is (and always will be) dealing with issues like increasing government regulations, fuel costs, turnover, and compliance. While these challenges may not vary much from year to year, what *do* change are the resources available to the industry, and the ways to handle these challenges

Challenge #1: Information Overload

"Industry professionals are making better, more informed decisions, but that requires them to search out more information before they make a decision," said Gary Meteer, director of global commercial vehicle products at



Gary Meteer

continued on page 18

NEWS



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

Crane operators certifications for service trucks in stall mode

Industry expects OSHA to extend deadline until November 2017

KEITH NORBURY

The certification of service truck crane operators under a national program in the U.S. is off to a slow start since it was launched a year ago.

As of late April, the National Commission for the Certification of Crane Operators had only certified about 75 service truck crane operators, said Joel Oliva, the NCCCO's manager of program development and administration.

"It's not a lot," Oliva told *Service Truck Magazine*. "With any new program that we administer, there is always sort of a slow start."

Meanwhile, another federal certifying body, Crane Institute Certification, is just completing development of its certification program for service truck crane operators. And when that is completed, CIC will retroactively certify about 125 service truck crane operators who undertook the pilot program and testing, said CIC's executive director Debbie Dickinson.

"We document their work so when we complete all our filings we will retroactively credential them," Dickinson said.

A third certifying organization, the International Union of Operating Engineers, does not have a separate certification for service truck crane operators. Nor does the union think such certification is necessary.

continued on page 10



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NEWS

Association's 50th president installed

Mark Woody is the new president of NTEA — The Association for the Work Truck Industry.

The president of Palfinger North America, Woody was installed as the NTEA's 50th president in March during the association's annual Work Truck Show in Indianapolis.



Mark Woody

Woody, whose company is based in Niagara Falls, Ont., takes the helm of the NTEA — which markets itself as the Association for the Work Truck Industry — from immediate past president Shawn Jacobs. Jacobs is president and CEO of STS Trailer & Truck Equipment, based in Syracuse, N.Y.

"I look forward to filling this role and am driven to work hard to lead the NTEA during its 50th year of serving the work truck industry," Woody said in a news release announcing his NTEA presidency.

Woody began his 20-year career in the work truck industry as director of sales and marketing at Palfinger North America. He served in that position from 1993 to 2001, when he became company president.

Woody is an active member of the global executive team of Palfinger, which is headquartered in Austria. From 2003 to 2005, he served as president of the Articulating Crane Council of North America, an NTEA affiliate division.

Employing more than 1,000 people in Latin and North America, Palfinger North America designs and manufactures a range of commercial truck equipment, including mechanic trucks.

Crane handbook features service/mechanic trucks

Service/mechanic trucks are referenced in the latest edition of the Mobile Cranes handbook from the Crane Institute of America.

It's the first time the handbook, now in its 10th edition, has referenced this equipment, the institute said in a posting on its blog in April.

"This equipment can be found anywhere heavy equipment or machinery is used, such as mines, gas and oil fields, utility sub-stations or your local crane rental company," the posting said.

The post also noted the importance of including service/mechanics trucks in the guide because of new federal Occupational Health and Safety Association regulations requiring the certification and qualification of service truck crane operators who use the equipment "in activities other than maintenance and repair."

The handbook's author, institute president James Headley, has over 40 years experience in the crane and rigging industry.



A Stellar service body with a Stellar crane on a Ford F-750 chassis is on display at ConExpo-Con/Agg in Las Vegas.

Mining expected to spur demand

Service trucks are expected to be among the machines in demand from the global mining industry over the next few years, according to a recent market research report from Grand View Research Inc.

The report, released in April, predicts the world market for mining equipment to reach \$147.69 billion by 2020.

Demand for service trucks, bulk trucks, and other equipment "is estimated to be driven by demand for commodities such as iron ore and bauxite," said a news release announcing the report.

The report noted that the fastest growth over the next six years — 10.2 percent compounded annually — is expected to come from mining drills and breakers.

"Metal mining is expected to be the largest and fastest growing application market over the next six years," the release said. "Price-driven increases in resource exploration and mine development activity are expected to be the key driving forces for expected growth in metal mining application."



New Ford F-450 service truck features a crane, welder, generator and work lighting.

Warehouse firm adds new custom-fitted Ford

Pennsylvania-based Modern Warehouse Products had added a custom-fitted Ford F-450 dock installation and service truck to its fleet.

The truck "will be dedicated to the installation and service of customer loading dock equipment throughout Modern's territory," said a news release from the company, which is a division of Modern Group Ltd.

Based in Bristol, Pa., Modern serves Pennsylvania, New York, New Jersey, and Delaware.

The truck "features a remotely operated crane, built in welder, generator, work lighting, and extensive storage space for equipment and supplies," the news release said.

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SC&RA elects new officers at its annual conference

The Specialized Carriers & Rigging Association elected Alan Barnhart, president and CEO of Barnhart Crane & Rigging, as the association's new president at the SC&RA's annual conference in April in Boca Raton, Fla.

Joining Barnhart, who is based in Memphis, Tenn., as officers for the 2014-2015 term are the following:

- chairman Ron Montgomery, Intermountain Rigging and Heavy Haul, Salt Lake City, Utah;
- vice-president Bruce Forster, Rigging Gear Sales, Dixon, Ill.;
- treasurer Delynn Burkhalter, Burkhalter, Columbus, Miss.;
- assistant treasurer John McTyre Sr., McTyre Trucking, Orlando, Fla.

Also joining the board are four newly elected group chairs:

- Allied Industries Group — Eddy Kitchen, Kitchen's Crane & Equipment, Chesterfield, Va.;
- Crane & Rigging Group — Larry Curran, J.J. Curran Crane Company, Detroit, Mich.;
- Transportation Group — Jay Folladori, Landstar Transportation Logistics, Inc., Jacksonville, Fla.; and
- Ladies Group — Karen Wood, WHECO Corporation, Richland, Wash.



The Specialized Carriers & Rigging Association holds its next annual conference in Carlsbad, Calif., April 14-18, 2015.

The newly-elected officers will serve one-year terms that will expire at the association's next annual conference. It takes place April 14-18, 2015 at the La Costa Resort & Spa, Carlsbad, Calif.

Additionally, SC&RA elected the following six new board members to serve three-year terms:

- Scott Bragg, Bragg Companies, Long Beach, Calif.;
- Michael Connelly, Connelly Crane Rental Corp., Detroit, Mich.;
- David Cowley, Cowley & Associates, Longview, Texas;
- Geary Buchanan, Buchanan Hauling & Rigging, Inc., Fort Wayne, Ind.;
- Richard Miller, Bigge Crane & Rigging, San Leandro, Calif.; and
- Gary Stang, Anderson Trucking Service, Inc., St. Cloud, Minn.

The SC&RA has more than 1,300 members from 43 nations.

Members are involved in specialized transportation, machinery moving and erecting, industrial maintenance, millwrighting and crane and rigging operations, manufacturing and rental.



Sustained demand expected for mobile mechanics jobs

Jobs for heavy vehicle and mobile equipment service technicians are expected to grow by nine percent by 2022, according to the U.S. Bureau of Labor Statistics.

That growth is as "as fast as average," according to the web version of the federal agency's 2012 Occupational Outlook Handbook.

The BLS projects that 16,200 new jobs in that classification — which appears to include mechanics who use service trucks in their work — will be added in the U.S. by 2022 compared with the 176,300 employed in that vocation in 2012.

The median pay — the level at which half those in the job earn more and half earn less — was \$43,820 a year or \$21.07 an hour in 2012.

These technicians "repair vehicles such as tractors and trains" and "usually work indoors in noisy repair shops," the BLS says.

However, the BLS also notes that because the transport of mobile and heavy equipment to a repair shop is often too expensive, "some service technicians travel to worksites to make repairs, often driving long distances."

The technicians who specialize in field service are generally more experienced, the BLS notes.

"They drive trucks that are specially equipped with replacement parts and tools. These workers spend considerable time outdoors."

Most of these technicians work for private companies although about seven percent were employed by state and local governments in 2012.

Farm and garden machinery and equipment merchant wholesalers employed about 14 percent of these technicians. Rail transportation employed seven percent. Mining, quarrying, and oil and gas extraction employed six percent. Heavy and civil engineering contraction also employed six percent of these technicians.

Jobs for a similar occupation— diesel service technicians and mechanics — are also expected to grow by nine percent in the decade leading up to 2022

The BLS projects that 21,600 new jobs in that classification will be added in the U.S. by 2022 compared with the 250,800 employed in that vocation in 2012.

The median pay was \$42,220 a year or \$20.35 an hour in 2012.

"Diesel service technicians and mechanics inspect, repair, or overhaul buses, trucks, and anything else with a diesel engine," the BLS says in its description of the occupation.

While it notes that most of the work takes place in "well-ventilated and sometimes noisy repair shops," they also occasionally "repair vehicles on roadsides or at worksites."



The Bureau of Labor Statistics projects 16,200 new jobs for heavy vehicle and mobile equipment service technicians by 2022.

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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*. In all, he produced nearly 2,000 pages in those publications.

He has also published cartoons in *Cracked Magazine*, *Oui*, *Reader's Digest* and *Motor Trend*, as well as community newspapers and dozens of books. And he shared an Emmy Award in 1988 for his work on storyboards for the *Arthur* cartoon series on television.

To take a trip down memory lane and see samples of Dewey's car cartoons, go to his website, www.nelsondewey.com.

OUR SUBMISSIONS POLICY

We invite your feedback and ideas

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

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

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

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

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

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

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

All submissions are subject to editing and publication cannot be guaranteed. The deadline for our next issue of *Service Truck Magazine* is Aug. 1, 2014. Sooner is always better than later.

EDITORIAL

A message from the editor

Welcome to the pilot edition of *Service Truck Magazine*.

In preparing for this launch, we spoke with industry leaders across North America to gauge their interest in such a publication and what they would like to see in it. What they told us inspired many of the features in this inaugural issue. They also provided grist for material for future issues.

We also had the good fortune to meet many people in the industry face-to-face at two important recent trade shows — ConExpo-Con/Agg in Las Vegas, and the Work Truck Show in Indianapolis. We report in this issue on some of what we learned at those two events.

What we found in our research is that while many publications touch on service trucks, there is no publication that makes them its singular focus. That's despite service/mechanic trucks being on the job in a wide range of endeavors — mining, forestry, railways, municipalities, and construction, to name a few. Almost anywhere heavy equipment is on the job, there's a service truck to keep those big rigs running.

The biggest thing we learned from all our research is that we have a lot to learn about service/mechanic trucks and all their related industries. While we now have a pretty good understanding of what is, and isn't, a service truck, we are not experts.

That's where you, the readers, come in. We would like to know what you think about the stories in this issue and the publication in general. Most of all, we'd like to know what you'd like covered in future editions. So if you have any story ideas, please don't hesitate to get in touch. The easiest way to do that is to send an email to editor@servicetruckmagazine.com.

Now, we do know a little bit about trade magazines. Our publishing company, Southern Tip Publishing, and its affiliate, Capamara Communications, have a growing stable of trade publications that also includes *Tree Service Canada*, *North American Aquaculture*, *Hatchery International*, and *Crane & Hoist Canada*.

So, while we are based in Canada, we are familiar with reaching a North American and a world audience. *Service Truck Magazine* aims to cover the entire continent.

As editor, my background is in community newspapers. So in many ways I envision *Service Truck Magazine* as a community newspaper for those whose work in any way involves service and mechanics trucks as well as for those who just think they're cool vehicles.

It's a community that is far-flung, of course. One might even call it a diaspora. Service trucks often work in remote locales. But our aim is to reach out to those scattered masses and bring them into the fold.

This is the very definition of a niche publication. It is also in many ways an example of the trend toward "hyper local" journalism. Typically that expression refers to a neighborhood. What we envision is a tight-knit, yet vastly distributed, community of people sharing a similar interest: service trucks.

To communication with such a group, we realize, means we're going to have to speak the same language. To that end we are happy to introduce in this issue columnist Dan Anderson. Not only is he a gifted writer, with more than 1,800 articles to his credit, he is a mechanic by trade who has 20-plus years experience with service trucks. He knows the lingo.

Dan is also based in Iowa, the service truck heartland. Aside from composing the "Spec My Truck" feature, Dan will also write feature articles, in particular on those subjects that require an insider's knowledge. If you'd like your truck featured in a future edition or know of another worthy truck, let us know and we'll pass the request along to Dan.

We hope you enjoy this premiere edition of *Service Truck Magazine*. May you find it at least a little enlightening. And if you don't, we're open to suggestions on how to improve it. With your support, advice and feedback, we are confident we can make *Service Truck Magazine* required reading for the service truck community.

~ Keith Norbury, editor

Note from the publisher

We hope you are enjoying the pilot issue of *Service Truck Magazine*. It is our goal for the publication to be a first-rate source of information for service truck owners, managers and operators, as well as manufacturers and suppliers throughout the U.S. and Canada.

We launched *Service Truck* because, after almost a year of research that included discussions with many business leaders, we became convinced that there is a strong need for a trade publication that both reflects and defines important issues for the people and businesses in the industry. In this and future issues we hope to help operators and owners work more efficiently and profitably.

The team we have assembled to produce *Service Truck* includes veteran editor Keith Norbury, journeyman designer James Lewis, and host of skilled writers across a number of states and provinces. To make sure the publication gets to qualified readers, our circulation department has compiled a unique list of thousands of owners, operators and managers. It has been a major undertaking but we think it is worthwhile.

We hope you agree.

~ Tom Henry, publisher

Mechanic trucks make top 10 list

Mechanic trucks ranked among the top 10 most viewed categories of truck equipment on the My Little Salesman website in March.

The mechanic truck category was listed eighth in a news release from the online equipment dealer.

The most viewed category was conventional sleepers while the Kenworth T800 was the most frequently viewed truck model.



Mechanic truck with Tiger crane is displayed at ConExpo-Con/Agg in Las Vegas.



Teamco displays Feterl service bodies at Teamco's ConExpo booth for the first time since acquiring the Feterl brand in 2011. Photo by Keith Norbury

South Dakota bodies back in business

Feterl service bodies are back in production after a new owner acquired the Feterl brand a little over two years ago.

"We went through and did a complete body redesign of it," said Myron Holzwarth, sales manager at Teamco Inc., which purchased the Feterl assets in December 2011. "I guess the basic stayed the same. But we concealed all the hinges and the sides are smooth now, front to back. And we went with a different locking system, different latches."

Teamco Inc. of Tea, S.D., bought the Feterl service body and crane lines in December 2011 from BII Fargo Incorporated, a subsidiary of Winnipeg-based Buhler Industries Inc. Buhler itself had acquired the assets of Feterl Manufacturing Corp. in February 2010.

Buhler kept Feterl's lines of farm equipment, such as augers, drive-over hoppers and grain cleaners and folded them in to Buhler's Farm King brand. But Buhler soon decided to divest itself of the service truck part of Feterl's business.

Feterl, a family-owned company based in Salem, N.D., had made service bodies for about 20 years. But before Teamco acquired the brand, Feterl products weren't made for about five years, Holzwarth said.

"Now it's almost like a startup thing again," Holzwarth said, adding that "a lot of people thought they weren't being built."

So when Teamco, which also makes snowblowers, displayed a pair of Feterl service trucks at its booth at the recent ConExpo-Con/Agg trade show in Las Vegas, previous owners of Feterl products "were just surprised to see us there," Holzwarth said.

Teamco bought the Feterl line "lock, stock and barrel," he said. That includes not only the original designs but also the parts inventory.

So not only does Teamco sell new versions of Feterl service bodies, it can provide parts and service for older Feterl models.

Features of Feterl mechanics trucks, according to Teamco's website, include the following:

- 10-gauge galvanized cabinet construction,
- three-point positive latches all keyed alike,
- a "Gang Lock" system in which all cabinets are locked from one location near the driver's door, and
- crane tower and outrigger structures isolated from the body's cabinet section to minimize stress cracking.

Seattle firm names new executives

Ronald E. Armstrong is the new chief executive officer of Paccar Inc., and Mark C. Pigott is the company's new executive chairman of its board of directors.

The appointments, announced in December, took effect April 27.

In announcing the elections by the board of the two executives, Paccar noted that Armstrong is currently president of the company and succeeds Pigott, who had served as CEO and chairman since 1997.

In his new role, Pigott will guide Paccar's "future strategies and direction," a news release said.

The board also elected 30-year Paccar employee Robert J. Christensen as president and chief financial officer, also effective April 27. He was previously executive vice-president and CFO.

Armstrong, 58, has been with Paccar for 20 years. The press release described him as a "long-time industry leader" who "has achieved an excellent record of delivering growth in revenue and profits in addition to enhancing the company's outstanding customer satisfaction and market share." Before coming to Paccar, Armstrong was with Ernst & Young for 16 years.

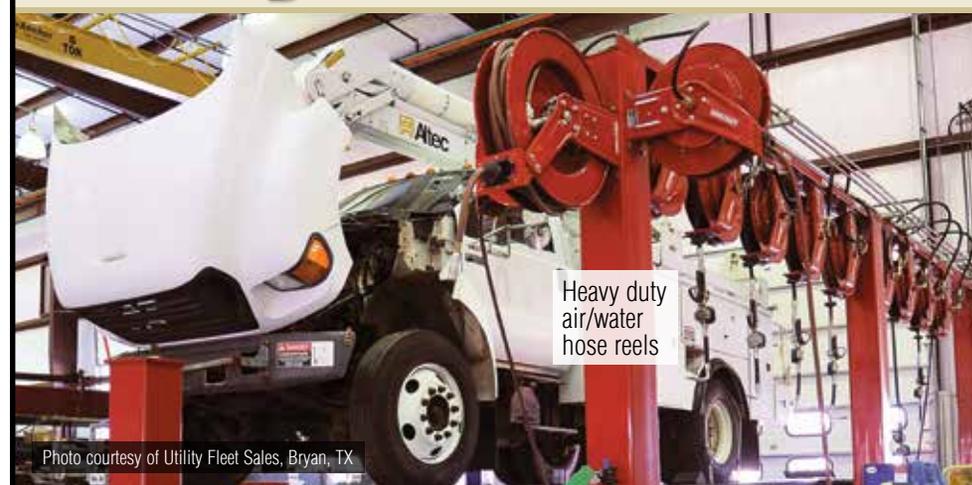
Pigott has been with Paccar for 35 years. In his time as CEO, the company generated a shareholder return of 1,350 percent, the news release said.

Paccar, which is based in the Seattle suburb of Bellevue, recently celebrated its 108th year. Its brands include Peterbilt and Kenworth, the chassis of which are often used in building service trucks, as well as winch brand Braden.



A 2014 Kenworth T-2270 chassis displays an 11-foot Summit service body at the Summit Truck Bodies booth at ConExpo. Kenworth is one of the brands of Seattle-area truck and equipment manufacturer Paccar Inc. Photo by Keith Norbury

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NEWS

Pennsylvania companies form strategic partnership

Curry Supply Company has forged a strategic partnership with Reading Truck Body LLC that includes allowing Curry “to extend its commercial vehicle line-up into the light- and medium-duty service truck category.”

The partnership will also provide Curry with “more resources, expanded product portfolios and market reach for customers,” said a news release about the partnership, which was announced at the Work Truck Show produced by the National Truck Equipment Association in Indianapolis in March.

“Curry Supply Company and Reading Truck Body both have solid reputations of providing top quality products in their respective segments,” Curry president Jason Ritchey said in the news release. “Joining forces with Reading Truck Body in this category will extend our portfolio of vocational bodies. We are excited about the opportunities this partnership presents for both companies.”

The deal also aligns with Reading’s goals to strengthen its distribution channel, the news release said.

“Teaming with a like-minded company whose leaders share our fundamental beliefs in service, quality and value made this strategic decision easy to make,” Reading president and CEO Brian Nadel said in the news release. “Opportunities to expand internationally, as well as support new industries, are now a reality — all as part of our ongoing commitment to increase value and deliver



Curry Supply has formed a partnership with Reading Truck Body.

results for our customers.”

The Reading Group traces its history back to 1955, when Irving Suknow established Reading Body Works Inc., according to the company website. The Reading Truck Body subsidiary has a manufacturing plant in Reading, Pa., as well as five other company-owned installation facilities operating as Reading Equipment & Distribution LLC.

Headquartered in Martinsburg, Pa., Curry Supply is a family-owned business founded in 1932. Since then it has become one of the largest dealers and manufacturers in the U.S. of commercial service vehicles including mechanics trucks, lube trucks, and water trucks.

For more information about the two companies, visit www.readingbody.com and www.currysupply.com.

Service truck crane demonstrates controls

A Texas-based company employed a service truck crane to demonstrate its crane controllers and other devices at ConExpo-Con/Agg 2014.

Load System International-Robway, which is headquartered in Houston, set up the Liftmoore crane at its booth in the Gold Lot to showcase such devices as LSI’s new anti-two-block switch.

The crane set up, which the company put together in-house, is similar but not identical to the mini-crane at the LSI-Robway booth at Bauma 2013 in Germany last spring, said LSI-Robway marketing manager Anne-Marie Latvatalo.

“It’s basically not like anything I’ve seen before. We’ve just basically put a truck crane onto a little platform with wheels,” she said.

LSI-Robway has a manufacturing facility in Quebec City, Canada; as well as offices in Aberdeen, Scotland; Adelaide, Australia; and Dubai, UAE.

Among the products the Liftmoore crane demonstrated at ConExpo were the new anti-two-block switch, the GSO85, as well as the LSI-Robway 8510, a load moment indicator/rated capacity indicator/rated capacity limiter system.

“Basically the indicator versus limiter, the indicator just alarms the operator. The limiter can actually lock out the crane,” Latvatalo said.

Other devices set up to operate the Liftmoore crane were the LSI GS550 wireless display/receiver and the GS820 display/receiver.



Joel Francis of LSI Robway shows off the Liftmoore service truck crane used to demonstrate LSI instruments, such as its wireless prototype GS820.

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Remote diagnostics boost efficiency

Technology can detect problems from miles away and issue remedies via email or phone app

ERIN GOLDEN

A new type of technology that's winning fans among over-the-road haulers is branching out into other industries — and showing big potential for making service truck work more efficient.

Vehicles equipped with remote diagnostic systems can send specific information about a problem back to a dealer, help center or repair facility. That means far less guesswork when a driver or equipment operator calls in to report a problem and request assistance.

"That's the biggest thing," said Brian Mulshine, director of service, performance and technology for Lisle, Ill.-based Navistar, which has developed a system called OnCommand Connection. "A vendor might drive out to a truck to find out: 'There's nothing I can do,' and you're going to have to tow the customer."

But vehicles equipped with the technology can send a particular code that explains the issue. It can also help crews on the other end sort out what specific tools or parts will be needed to fix it.

Plus, the technology can quickly help sort out if the problem is significant enough to take a truck out of the road or a piece of equipment out of service — or if it's a more minor issue that could be repaired later.

Conal Deedy, product manager for communications and electronics for Volvo Trucks, said his company's remote

diagnostics system — now standard on all Volvo models — classifies fault codes into "red" and "yellow" alerts. Red alerts mean the vehicle needs service right away, while yellow indicate that a truck can keep running but should get checked out in the near future.

Once a customer decides when to handle the issue, the system provides information on the problem to a repair shop, including a list of parts and step-by-step instructions.

If the customer wants the fix to be handled by a service truck, the agent handling the remote diagnostics will send the information over to the service truck dispatcher. That information can either be sent by email, accessed by logging into the system, or passed along with a phone call.

Deedy said the technology has helped reduce diagnostic time by up to 70 percent and speeded repair time by more than 20 percent.

Those kinds of savings are adding up for companies of all sizes.

Steve Maxson, vice-president of equipment for Averitt Express, in Cookeville, Tenn., said his company — which runs about 4,000 over-the-road trucks, has been using the technology for several months.

He said getting specifics on problems early has become even more essential, because trucks have become increasingly complex.

"It's improved our service to customers, and improved driver satisfaction," Maxson said.

While the majority of the vehicles currently using the technology are over-the-road trucks, Deedy said there's plenty of potential for getting the same benefits for service trucks and the equipment they serve — and some companies are already using it.

"For the service truck industry, you have the information about what the issue is, what repair is required and what parts are needed before the service truck is



"For the service truck industry, you have the information about what the issue is, what repair is required and what parts are needed before the service truck is dispatched."

~ Conal Deedy, Volvo Trucks

dispatched," Deedy said.

If the part needed for the fix is not in stock, he said, workers in Volvo's support center track it down and make sure it's sent out for delivery.

Remote diagnostics can also help avoid problems that could show up in the future. Mulshine gave the example of checking the coolant level in a vehicle. With remote diagnostics, someone in a control center miles away could check the level and make a variety of assessments, including what size of a hose to bring along.

"It can save a lot of customer frustration because you can see the fault before you go out," he said. "If it's low on coolant, you can say: 'With this type of engine, you might want to bring a water pump.'"

Mulshine said his company is in the process of designing an iPhone app for the system so customers can have even quicker access to information about their fleet.

"They're not just going to say: 'I have a light on, my driver's reporting a light is on,'" he said. "We can see from our portal that we have a diesel exhaust system sensor that's failed, and they'll be able to see what components they need."

Erin Golden is a journalist based in Omaha, Neb.



Brian Mulshine

Profits rise for Seattle area firm

Washington state-based Paccar Inc. reported a hike in first quarter profits of 16 percent, according to the *Seattle Times*.

A maker of such brands as Kenworth and Peterbilt, which are popular chassis and cabs for service trucks, Paccar delivered 31,800 trucks in the first quarter of 2014, the *Times* report said.

That was a four percent increase over the same period in 2013.

More than half of those trucks — 18,600 — were sold in the U.S. and Canada. Another 9,300 were sold in Europe with the remaining 3,900 going elsewhere in the world.

"The improvement reflects increased truck deliveries in the U.S. and Canada due to the ongoing replacement of the aging truck population and improving construction and automotive sectors," Ron Armstrong, Paccar's new chief executive officer, said during a conference call with analysts, the paper reported.

He predicted truck deliveries to increase by eight per cent in the second quarter and 10 per cent in third when compared to the first quarter of 2014.

Paccar also has a winch division that includes the Braden brand, which is used on service and mechanics trucks.

In 2013, Paccar posted record revenues of \$17.12 billion and a net income of \$1.17 billion, according to a posting on the company website.

Paccar is based in Bellevue, Wash., a suburb of Seattle.

The company expects to sell 220,000 to 240,000 trucks in 2014 compared with 212,000 in 2013, the *Times* reported.



Braden Winch, which had a stand at the ConExpo-Con/Agg trade show in Las Vegas this March, is among the several Paccar brands that have service truck applications. Photo by Keith Norbury

Iowa firm appoints new vice-president

Omaha Standard Palfinger, a manufacturer of service bodies and other commercial truck equipment, has a new vice-president of commercial products.

Jim Brown, who started his career at Omaha Standard Inc. in inside sales, was named to his new position in March, said a news release from the company, which is based in Council Bluffs, Iowa.

After several years in regional management, he was named product manager in 2009 for all of the Omaha Standard Palfinger brand.

In his new role as "Voice of the Customer," Brown will continue leading new product development "as well as managing all commercial aspects" of the company's business, the news release said.

"We are fortunate to have Jim in this role to clearly translate the voice of the customer into solid business strategies, strong customer relationships and innovative products," company president Mark Whaley said in the news release. "Jim has assembled an incredible team that shares a focused vision on leading the industry as was clearly displayed at the recent NTEA Work Truck Show in Indianapolis."

Bart Conry, vice-president of fleet account sales for Palfinger North America Group praised Brown for always finding a way "to get things done."

Based in Salzburg, Austria, Palfinger acquired Omaha Standard Inc. in 2008. Among the company's other products are hydraulic hoists and liftgates.



Jim Brown, the new vice-president of commercial products for Omaha Standard Palfinger, delivers a presentation at the Work Truck Show in Indianapolis in March. Photo courtesy of NTEA





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NEWS

Crane operators certifications for service trucks in stall mode

continued from cover

"If they're out there doing construction work, they're infringing on other trades and crafts," said Lee Lander, certification director of the Operating Engineers Certification Program based in Riverside, Calif.

The International Union of Operating Engineers' members include heavy duty mechanics who operate service truck cranes. But they use them only for maintenance and repair, Lander said. And that use is specifically exempted under the 2010 federal Occupational Safety and Health Association standard that will require certification of cranes exceeding 2,000 pounds capacity when those cranes are used in construction.

Certification only intended for construction

While service trucks, as the name implies, are meant primarily for maintenance, their cranes are used occasionally in construction work, such as installing propane tanks and electrical transformers. Exactly how many operators in the U.S. use service truck cranes for construction isn't known. But industry insiders estimate they number in the thousands and possibly in the tens of thousands.

Oliva pointed out that the National Propane Gas Association estimated that its industry alone employs a couple thousand potential service truck crane operators.

"Even if a company only had one or two trucks, they may have five or six different people who could run that truck, or who might need to run that truck," Oliva said.

Whatever the numbers, service truck crane operators have hardly been rushing to get certified. Much of that lukewarm interest is blamed on uncertainty over the deadline for certification. OSHA had initially set a deadline of Nov. 10, 2014. However, OSHA is proposing extending that deadline to Nov. 10, 2017 and scheduled an informal public hearing in Washington, DC, for May 19 to discuss that proposal.

The move to certify service truck crane operators stems from changes to the OSHA's rules regarding lifting operations for cranes and derricks. Those changes to what is called OSHA 1926 Subpart CC will require operator certification for all cranes of 2,000 pounds capacity or greater.

The new standard, known as 1926.1400, "applies to power-operated equipment, when used in construction, that can hoist, lower and horizontally move a suspended load" and that includes "service/mechanic trucks with a hoisting device."

However, the regulation exempts mechanic's trucks when those devices are "used in activities related to equipment maintenance and repair."

But it still means that service truck crane operators who use those cranes in construction will have to be certified.

Certification program launched last April

As a consequence of the new rule, the service truck industry formed a committee that included representatives

"If they're out there doing construction work, they're infringing on other trades and crafts."

~ Lee Lander, Operating Engineers Certification Program

of manufacturers, dealers, users, trainers and others to work with the NCCCO to develop a certification.

That effort bore fruit last April when the NCCCO announced the launch of its certification program. At the time, OSHA's deadline was still November 2014. However, last May, OSHA announced for the first time that it was looking at extending the deadline to November 2017.

"What nobody really knows is what OSHA's going to do and how they're really going to come down," said Tim Davison, product manager for bodies at Stellar Industries Inc.

Davison, who served on a 17-member working group that advised the NCCCO on its certification, said he expects that many service truck cranes might even be removed from the final OSHA regulations. "Or it'll be modified to some degree," Davison said. "They're really trying to group all cranes into one category. You can't do that."

One group that did lobby successfully for an exemption was the National Concrete Burial Vault Association Inc. In February 2013, James G. Maddux, OSHA's director of construction, informed the burial vault association that "the placement of a burial vault in the grave is not a form of construction." That was a complete turnaround from OSHA's original interpretation in 2010 that "such use is a typical construction activity."

Tim Worman, business development manager for Iowa Mold Tooling Co. Inc., stressed that the certification for service truck crane operators is only for construction use. As a consequence, many owners and fleet managers are left wondering, "What do I need it for? Why should I have the expense? Why should I send my guys through class and get 'em certified?" Worman said.

Worman also noted when he spoke in April that OSHA's November 2014 deadline was technically still in effect. However, it's pretty clear that everyone in the industry is acting as if the deadline will be extended by three years.

Training partnership stalls at launch

Nationwide Crane Training, an NCCCO certified trainer, has partnered with Stahl, an Ohio-based manufacturer of service bodies, on a five-day training and certification program. It was supposed to launch in February and then in March but stalled, "no pun intended," because of a lack

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NEWS

Continued from page 10

of interest, said Teri Drapeau, CEO of Nationwide.

“Really there just wasn’t a good enough response to put it together yet,” said Drapeau, who is based in Carson City, Nevada. “Everybody in the industry really believes that the ruling will be extended and pushed out to 2017.”

Venco Venturo Industries LLC, another service body manufacturer, has also launched a crane operator training program. It has a 90-page brochure of the program on its website as well as a clock that ticks down by the second to a Nov. 10, 2017 deadline. However, it wasn’t known at press time how well Venturos’ training program has been received.

“When the original program came about, a lot of the momentum was surrounding the new OSHA rules that was going to take effect at the end of this year,” Oliva said.

Dickinson agreed that the proposed deadline extension has “thrown cold water on the urgency” to certify operators.

“However, I would offer this: This industry has done a fantastic job for decades of being a self-regulated industry. And if this industry is relying on OSHA to set the bar for safety, they’re probably in trouble.”

Federal standard would be the minimum

OSHA sets a federal standard that acts as a minimum requirement across the country. State standards can exceed OSHA standards. And local or municipal standards can be more stringent than state ones.

“This is an incredibly complicated situation,” Oliva said. “Before the OSHA rule came about there was no federal requirement of any kind requiring certification.



Service truck crane operators require pending national certification requirements only for construction work. Photo courtesy of NCCCO

So even today, there is no federal requirement. This rule hasn’t taken effect yet. But before the federal OSHA was considering this, various states had adopted their own version of a state rule.”

Perhaps the best known of those state regulations is in California, which requires certification for cranes exceeding 15,000 pounds capacity and/or a boom length of 25 feet. Oliva speculated that those standards were set specifically to exempt small cranes, such as those on service trucks.

“So the crane users were fine with it and the service truck users were fine with it,” Oliva said. “But now OSHA has said, ‘not so fast. If you meet our definition of construction you have to be certified.’”

At present, 33 states don’t have standards for crane operator certification, Oliva noted. So in those states, OSHA’s is the de facto standard. And of the 17 states that do have crane operator regulations, four of them — New York, Connecticut, Rhode Island, and Massachusetts — don’t currently meet OSHA standards, he said.

“No offense to these states but they just don’t have the wherewithal or the knowledge to develop programs as sophisticated as the certification program that we have,” Oliva said.

The deadline for certification is far from the only gray area concerning certification of service truck crane operators.

Exactly what constitutes construction activity is open to interpretation, for one thing. Take, for example, the installation of a propane tank, a common task of a service truck crane.

“The key point there is when is it really maintenance and when is it service?” Davison said. “Let’s say it’s a propane tank company. If they’re replacing a tank, then it’s service. But if they’re putting in a new tank, then it’s construction.”



New Fords set for power takeoff

Ford’s new F-650 and F-750 commercial trucks, scheduled to go on sale in the spring of 2015, will be available with a 6.7-liter Power Stroke V8 diesel and a six-speed 6R140 automatic transmission, says a news release from Ford.

The 6R140 also comes with optional power takeoff “to run accessories in the field, a dump body, crane or other vocational equipment,” the news release said.

The new medium-duty 2016 models, announced at the NTEA Work Truck Show this March in Indianapolis, can also come with a 6.8-liter V10 that can run on regular gasoline, liquid propane, or compressed natural gas, says Ford. That also comes with a six-speed automatic transmission.

Innovations on the 6.7-liter Power Stroke V8 turbo diesel are a compacted graphite iron engine block and reverse-flow layout. “The advanced design places the exhaust inside the engine’s V-shape while the air intake is positioned on the outside of the V,” the news release said.

The new trucks come in three cab styles — regular, super cab, and crew cab — and three models — straight frame, dock height, and a new dedicated tractor model for heavy towing.

On the exterior, a new mesh grille “framed by hallmark Ford nostrils” improve airflow for better



New Ford F-650 was unveiled along with the 2016 F-750 at the NTEA Work Truck Show.

cooling. Sharp fenders and aerodynamic headlamps are among the other new features.

Ford also redesigned the area behind the cab to accommodate custom work bodies more easily.

“The same Ford engineers who developed the best-selling F-Series have designed this all-new medium-duty lineup that can meet the demands of our toughest customers with trucks that are cost-effective, ready for work, and, most importantly, can help keep them

going on the job,” John Ruppert, Ford’s general manager of commercial vehicle sales and marketing, said in the news release.

Before going sale, the new models will undergo human and robotic testing. The latter takes place at Ford’s Michigan Proving Grounds in Romeo. There the trucks will undergo tests on “tortuous surface” like rough gravel, broken concrete, metal grates and cobblestones that can compress 10 years of daily driving abuse into a few hundred yards, Ford says.

“Some of the tests we do on our commercial trucks for North America are so strenuous that we limit the exposure time for human drivers,” said Dave Payne, manager, vehicle development operations.

Production of the new models is slated to begin next spring at Avalon Lake, Ohio.



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BY DAN ANDERSON

Spec My Truck

It takes time and tinkering to make a service truck "home"

Photos by Dan Anderson

Jeff Sparks admits he's a "tool freak." A John Deere agricultural mechanic, Sparky, as he is known to his friends, has packed his service truck with hand tools, power tools, jacks, jack stands and other accessories. For good measure, he bolted another full-size toolbox inside one of the service body's compartments and two "job boxes" on top of the left side tool compartments.

"It took more than a year after I got this (truck) to get everything to fit like I want it," says Sparks, a 17-year veteran road warrior based at Van Wall Equipment in Perry, Iowa. "I own all my tools, and I carry as many of them as I can on the truck, so it took a while to figure out how to get them all on board."

His truck is based on a 2000 Kenworth long-frame cargo truck chassis powered by a 240-horsepower Cummins QSX diesel engine ahead of a Fuller RoadRanger six-speed transmission. A 14-foot service body from Service Trucks International is equipped with three sets of Eagle Pro II tool chests. A PTO-driven hydraulic pump powers an Ingersoll Rand hydraulically driven air compressor as well as a 10,000-pound Tiger-brand crane from STI.

A 10,000-watt Hobart welder/generator handles heavy-duty electrical chores while a pair of inverters powers Sparks's array of battery chargers and electrical "appliances."

"I've got a 1500-watt inverter bolted inside one of the compartments to keep all the batteries for my battery-powered tools charged, and a 400-watt inverter in the cab to power my laptop computer, my cell phone charger, and keep other things running," he says.

Other electrical options he's added include a rear-view camera that displays on a screen in the cab. "There's no visibility directly behind the truck," says Sparks. "After an incident with a customer's pickup truck, I added the rear-view camera."

Frequent work after sunset, often till the wee hours of the morning, led him to bolt HID (high-intensity discharge) lights to each corner of the service bed, add a fifth HID light to the rear of the truck, and fabricate a portable HID light on a magnetic base with an extension cord that plugs into his truck's trailer-hitch lighting receptacle. Customers joke that when all of Sparks's truck's lights are illuminated, airplanes circle overhead looking for a runway.

The truck features a sliding cover over the center bay of the service body. The cover slides forward to provide access to multiple 12-ton jack stands, a portable hydraulic press, four 30-ton jacks of various designs, and other large-scale tools and equipment necessary to work on 10-ton tractors and combines in remote locations.

"The (sliding) cover isn't completely waterproof, but it keeps things pretty dry," says Sparks. "I slide it forward and can get to stuff in the center bay without having to crawl on hands and knees. I added hooks to the sides of the center bay to hang big stuff that won't fit in my side boxes."

Sparks's workdays vary with the season, from working on 120-foot wide corn planters in the spring, \$500,000 combines in the fall, and 500-horsepower tractors whenever they need his expertise. During harvest last fall, Sparks pulled wrenches on tractors and combines an average of 14 hours a day, seven days a week, for six weeks. In consideration of his efforts, his bosses offered to upgrade his service truck, but Sparks turned them down.

"I've got the truck pretty well customized to the way I want things, so I'll probably run it till the wheels fall off — or until the bosses make me take a new one."

Dan Anderson is a freelance writer based in Bouton, Iowa. In addition to working full-time as a mechanic, with 20-plus years experience working out of service trucks, Anderson has authored more than 1,800 articles in national and international publications over the last 25 years. They include his regular In the Shop column in Farm Journal Magazine and frequent contributions to Speedway Illustrated Magazine, a leading short-track stock car racing publication.



A 14-foot service body from Service Trucks International is equipped with three sets of Eagle Pro II tool chests.

Jeff Sparks has packed his service truck with hand tools, power tools, jacks, jack stands and other accessories.



A PTO-driven hydraulic pump powers an Ingersoll Rand hydraulically driven air compressor.



HID (high-intensity discharge) lights illuminate each corner of the service bed.

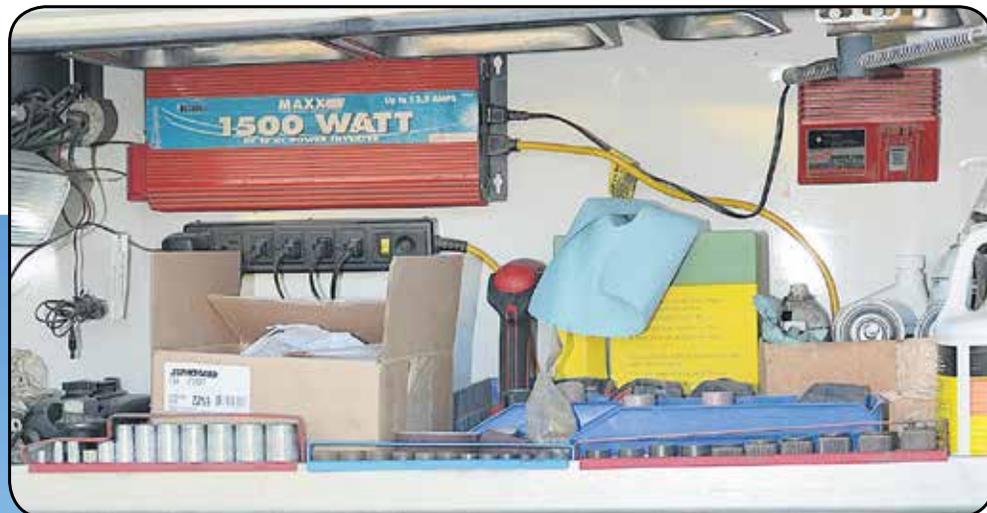
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Jeff Sparks is an unabashed "tool freak."



A 1500-watt inverter bolted inside one of the compartments keeps all power-tool batteries charged.



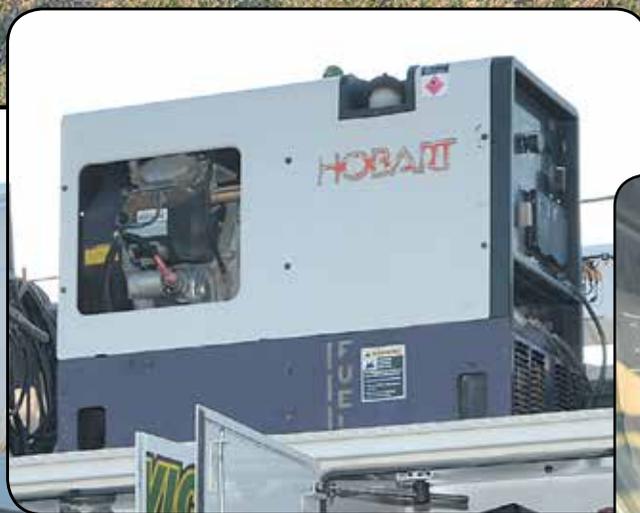
Jeff Sparks's truck is based on a 2000 Kenworth long-frame cargo truck chassis powered by a 240-horsepower Cummins QSX diesel engine.



A sliding cover provides access to multiple 12-ton jack stands and other equipment.



A 10,000-pound Tiger-brand crane from Service Truck International does the heavy lifting.



A 10,000-watt Hobart welder/generator handles heavy-duty electrical chores



A 400-watt inverter in the cab powers his laptop computer, cell phone charger, and other accessories.



TRADE SHOW RECAP

Las Vegas trade show proves a hit with industry

Displays of service trucks abounded at triennial ConExpo-Con/Agg heavy equipment exhibition

KEITH NORBURY

The triennial ConExpo-Con/Agg heavy equipment trade show in Las Vegas proved a good place to be for makers and sellers of service truck bodies and their accessories.

Show organizers, the Association of Equipment Manufacturers, revealed that attendance at the five-day show, held March 4-8, and the co-located International Exposition for Power Transmission tallied 129,364. That was the second highest total ever, surpassed only by the 144,600 attendees in 2008, just before the financial crisis.

Dozen of service truck manufacturers and makers of accessories for those vehicles were scattered among the more than 2,000 exhibitors in ConExpo's 2.35 million square feet of display space in the Las Vegas Convention Center's buildings and grounds. In fact, service trucks were on display almost anywhere anyone cared to look at ConExpo, as attested by the examples in a photo feature elsewhere in this inaugural edition of *Service Truck Magazine*.

Show exceeded his dreams

Among the exhibitors was Teamco Inc., which displayed the line of Feterl service bodies that the Tea, South Dakota-based company acquired in December 2011.

"We figured to have a good show but we just had so many more people at our booth than we ever dreamt," said Myron Holzwarth, Teamco's sales manager. "We were bombarded. We ran out of literature we had printed. We could have used extra people actually. We were extremely busy."

It was his first time at ConExpo with the Feterl product line, although he had been at the show about a decade earlier when Teamco's owner had a company called Wildcat that made screening plants, compost turners and related products.

"Our whole (Feterl) line was kind of new to most everybody," Holzwarth said. "That is probably why it drew so much attention."

Tim Davison, product manager for bodies at Stellar Industries of Garner, Iowa, said ConExpo was a good show for his company with "a lot of quality people" in attendance.

"We're quoting a lot of product out of the show," Davison said. "So I know we're going to get business from the show."

A veteran of about 10 ConExpos, Davison was among many who noted that the 2014 show was much busier than in 2011.

"We can only hope that it means that business is coming back in general and in the construction trades," Davison said.

At its two booths, Stellar was promoting its new Tmax service body. Outside in the Gold Lot the Tmax was mounted on a Kenworth chassis, while inside it was on a Ford F-550.

"We had a very good response for that I would say," Davison said.

Scheduling conflict splits resources

A scheduling snafu meant that this ConExpo coincided with the annual Work Truck Show sponsored by the National Truck Equipment Association. Usually, the two shows are held on separate weeks. But this time around, ConExpo was moved back a week ahead. As a result, many service truck companies either had to split resources between the two shows or only go to one or the other.

For example, Summit Truck Bodies had a large booth at ConExpo, but no booth at the NTEA show. Coxreels, a



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 work both with Cedar Valley Corp of Waterloo, Iowa.



John Affatati (right), national channel manager for Coxreels, explains the benefits of the company's EZ-Coil system to (from left) Ray, Aaron, and Jesse Ellis of Ellis Farms Inc. of Millsboro, Delaware, at the Coxreels booth at ConExpo.



Nick Moss, advertising manager of Service Truck Magazine, meets with Nathan Huss of Two Rivers Marketing at the Iowa Mold Tooling Inc. booth at ConExpo.



Julie de Leeuw, sales and marketing rep for Femco Drain Solutions, demonstrates the company's Speed Click system for fluid drains.

"We figured to have a good show but we just had so many more people at our booth than we ever dreamt."

~ Myron Holzwarth, Teamco Inc. sales manager

maker of heavy-duty hose reels based in Tempe, Arizona, also concentrated solely on ConExpo.

"We were thinking about splitting the resources but this is too meaningful for us," said John Affatati, national sales manager for Coxreels.

He described ConExpo as "a great show" with "a lot of activity." He was there specifically to get in touch with original equipment manufacturers. "And also to suss out and find out who's in the marketplace and who's business we can go after," Affatati said.

He spoke with *Service Truck Magazine* after chatting with Ray Ellis and his brothers, Aaron and Jesse, who have a farm in Delaware. While they also have service trucks in their business, they were most interested in hose reels for their shop.

"It's always good," Affatati said of ConExpo. "It's a matter of exposure. So if you've got 100,000 people running around, there's a chance to see a bunch of them."

Crazy, overwhelming and exciting

By the time Tim Worman, business development manager for service truck maker Iowa Mold Tooling Co. Inc., arrived at ConExpo on the Thursday of the show, the crowds had thinned out a bit. But what he saw and heard impressed him.

"Everybody was much more upbeat than they were in 2011," said Worman, who also attended the Work Truck Show in Indianapolis earlier in the week.

"What everybody told me for the first couple of days you couldn't hardly move at anybody's booth. It was so busy," Worman added. "And our booth was in the North Hall with all the equipment dealers. It was just crazy from what our staff told us."

While IMT had a presence at both shows, Davison said flatly that "ConExpo is more important to the service truck industry." That's because all the big equipment dealers — such as Caterpillar, Komatsu, and John Deere — have stands at ConExpo.

"Anybody that builds construction equipment and needs service trucks will be in ConExpo," Worman said.

Darren Darnley, a national sales representative for VMAC (Vehicle Mounted Air Compressors), attended the show for the first time. He initially described it as "overwhelming" but changed that to "exciting" after a bit of reflection.

"The show is really busy," said Darnley, whose Nanaimo, B.C. company shared its booth with Liftmoore Inc., a Texas-based manufacturer of truck-mounted cranes. "It's important to get your name out here. There are a lot of big players here. It's good to be ahead of the game with the latest and greatest and kind of stay on top of things. As a me-to company, you want to make sure that your new products are out there and being displayed."

Steve Coffee, national sales manager for Liftmoore, said his company was experimenting "to see what ConExpo

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"We can only hope that it means that business is coming back in general and in the construction trades."

~ Tim Davison, Stellar Industries Inc.
product manager for bodies

TRADE SHOW RECAP



Darren Darnley, a national sales representative for Nanaimo, B.C.-based VMAC (Vehicle Mounted Air Compressors), was excited to attend his first ConExpo.

continued from page 14

is all about." While he did not attend ConExpo, he said Liftmoore staff who did reported that it was "a very good show" with "a lot of people."

Little time for breaks or sleep

Tom Catalano had attended ConExpo before but this was his first show with Curry Supply Company since he became the Martinsburg, Pa. firm's director of marketing in October. He described the show as "outstanding" and one that generated a lot of quality leads that were followed up after the show.

"We were in an outdoor space," Catalano said of Curry's booth in the Gold Lot. "So I think some of the traffic we got wasn't as heavy as maybe in the indoor exhibit spaces but the people who came by our booth were people who really wanted to hear our story and see our products."

Kevin Carl, a sales rep with Indiana-based Vanair Manufacturing Inc., said the show was so "outrageously busy" that he didn't even have time for bathroom breaks.



Kevin Carl, a sales rep based in Qualicum Beach, B.C., for Vanair Manufacturing Inc., with the New Vanair Viper diesel generator at the Vanair booth.

Nor did he have a chance to walk around and check out the other exhibitors at ConExpo or see many of the sights of Las Vegas.

"I wish I wasn't so tired at night," Carl said. "By the time we get to the hotel, it's like I'm going to go to sleep." Vanair split its resources between ConExpo and NTEA. So that left four people to staff its ConExpo booth when usually there would be eight.

"The traffic's been awesome. Great leads," added Carl, who was also at ConExpo in 2011.

Julie de Leeuw, a sales and marketing rep for Netherlands-based Femco Drain Solutions, came all the way from England to promote Femco products at the Sage Oil Vac booth at ConExpo. She did have a chance to walk around the show and found it to be "very big and exciting" and "I know this is a very stupid comment, everything is yellow."

She was also excited for the chance to tout Femco, a product few people at the show had heard about. She expected that effort to translate into sales, although she didn't actually sell any products, such as Femco's Speed Click system, at the show.

"It's all about spreading the word," de Leeuw said.

Mac starts new digs in Maryland

Ground broke in April on a new facility for Baltimore Mack, a family-owned and operated dealership with four locations in the Baltimore area.

A \$5 million investment from Maryland's Washington County's "Pad Ready Site Commercial Stimulus Program" assisted with the project, said a news release from the county's board of commissioners.

"Baltimore Mack is a valued member of our business community and we are so excited they are able to retain existing positions and add brand new jobs to their operation in Washington County," commissioner president Terry Baker said in the news release. "Their continued reinvestment in the community is a testament to the growth opportunities here."

The new 31,000-square-foot building, at 11715 Greencastle Pike in Hagerstown, Md., will be used for truck sales and service. It will replace the current Hagerstown location. The expanded capacity will add 11 new full-time jobs increasing the total to 25 employees.

The division is a full-service Mac franchise while the company headquarters in Linthicum, Md. is a full-service Mack and Hino franchise that includes a full-service Volvo truck franchise, Baltimore Volvo Trucks.

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Service Trucks at ConExpo

Service and mechanics trucks have an ubiquitous presence at massive Las Vegas trade show.

Photos by Keith Norbury

Service and mechanics trucks in all their glory were scattered all over the 2.35 million square feet of exhibit space at the ConExpo-Con/Agg trade show in Las Vegas this March.

More than a dozen manufacturers of service bodies were among the 2,000-plus exhibitors packed into the buildings and grounds of the Las Vegas Convention Center. Also among those exhibitors were builders of truck chassis and cabs as well as makers of a variety of accessories for service and mechanics trucks. Those included manufacturers of welders, compressors, cranes, winches, and hose reels.

Some of the most tricked out service trucks were on the stands of commercial truck makers, such as Kenworth and Ford. Service trucks also had prominent places of display at the booths of Cessna Aircraft Company and JLG Industries.

On the following pages are a sampling of photos from ConExpo of service trucks, their accessories, and people who adore them.



Bryan Hayes, president of Lubemate and its parent company, Valley Industries, LLC, promotes the company's offerings at its ConExpo booth.



Rich Smail of Team Ghilotti of Petaluma, Ca., checks out the Iowa Mold Tooling Inc. booth at ConExpo. Smail's company has two service trucks in its fleet.



Tom Reilly (left), president and owner of TNT Equipment of Riverton, N.J., and Matt Trefz of Roanoke, Virginia, a marketing and sales rep with Altec, talk in front of a service truck that is part of Altec's mobile service fleet.



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



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



John Woodie of John Woodie Enterprises Inc. of Sheldon, N.C., checks out the Knapheide offerings at ConExpo.



Examples of the offerings from Miller Electric Mfg. Co. surround a mannequin at the company's ConExpo booth.



Jason Harland, an inside sales manager for Thunder Creek Equipment of Pella, Iowa, shows off the company's SLT440 service and lube trailer at its ConExpo booth.



Janelle Zirkel (left) and Pamela York wait behind an IMT Dominator T370 service body on a Kenworth chassis for their husbands at ConExpo.



Neil Koenig of Houston-based crane maker Liftmoore works the VMAC (Vehicle Mounted Air Compressor) stand at ConExpo.



Carla Benn, an accounting administrator at the Palfinger North America head office in Niagara Falls, Ont., staffs the company's stand. She gets up close with a Palfleet Ford F750 equipped with a Palfinger 11011 corner mount crane.



Jeff Shaw, sales manager with Curry Supply Co., talks with Nick Moss at ConExpo.

COVER

Challenges drive opportunity *continued from cover*

IHS Automotive, a division of business information and consulting conglomerate IHS Inc. That process can take a lot more time, and also requires that you know where to look. Finding relevant information to help make a business decision can be overwhelming; wading through the noise and misinformation is difficult.

"Today, it's going beyond simply asking, 'Why am I stocking these parts? Is it because I know what the vehicle population is in my area, or is it because I sold four of them last year?'" Meteer said in an interview with *Service Truck Magazine*. "Technology is enabling everyone to become much more knowledgeable about the decisions they're making."

Businesses can no longer afford to rely on what happened yesterday — instead, they should search out sources of helpful, data-driven information that can help with answers to questions like, "There were 300,000 commercial vehicle registrations from five years ago — so where are those trucks now, and how do I go find them?"

Uncovering necessary information doesn't always require seeking out research or data, Meteer explained. Being observant is another way to stay on top of prospects. For instance, if you see an older truck on the road or in a parking lot, take advantage of the opportunity: look at the name on the truck, and then research the company and its vehicle fleet.

"Ask yourself, 'Have I ever talked to them? Have I approached them about being their service provider?'" Meteer said. Before you contact them, think about the strengths your organization offers as a service provider, and pinpoint how those skills match up with any special requirements that particular fleet may have.

Challenge #2: Technology Pros and Cons

While technology has helped influence smart decisions and increase communication within the service truck industry, it has also created an interesting situation: "New technology is making trucks run better and longer; they're not having as many breakdowns," Meteer explained.

Four- and five-year-old vehicles would typically be the sweet spot for the service industry, but it doesn't necessarily work that way anymore. "The service piece is really difficult because there's not this volume of vehicles rolling through the industry that need service and parts. The number of vehicles in need of repair and servicing is probably at one of the lowest levels we've seen," Meteer said.

The good news, however, is that technology is also allowing service truck technicians to diagnose problems faster. Just like modern automobiles, some newer heavy-duty equipment and trucks now feature on-board diagnostics. Information

Polk Index of Commercial Vehicle Activity by Calendar Year

	New Registrations 2013 CY (000's)	Index Sept 2013 CY (000's)	Variance vs. Sept Index (000's)	New Registrations 2012 CY (000's)	Percent Change 2013 vs. 2012 CY
GVW 3	189.7	184.0	5.7	170.0	11.6
GVW 4	40.7	40.0	.7	38.1	6.7
GVW 5	53.1	50.0	3.1	48.1	10.4
GVW 6	43.8	43.7	.1	43.1	1.6
GVW 7	55.9	54.5	1.4	53.9	3.7
GVW 8	189.3	184.5	4.8	198.3	-4.5
Total Com Vehicles	572.5	558.7	13.8	551.5	3.8

Source: IHS Automotive, Polk 2012-2013 new registration data

New registration of commercial vehicles increased slightly in 2013 over the previous year.

New and Used Commercial Vehicle (GVW 3-8) Registrations

Registration	Oct-Dec 2012 QTR % Chg. fr.	Oct-Dec 2013 QTR Share	2013 CY (000's)	% Chg. fr. 2012 CY	2013 CY Share	2012 CY Share (%)
New	5.7%	48.7%	572.5	3.8%	45.7%	45.9%
Used	-4.7%	51.3%	679.4	4.7%	54.3%	54.1%
Total	.1%	100.0%	1,251.9	4.3%	100.0	100.0

Source: IHS Automotive, Polk 2012-2013 new and used registration data

Some fleets are investing in used equipment instead, thanks to the deals available on three- and four-year-old equipment.

from these systems can be passed on to the technicians right away. Specialized training is becoming necessary for service truck mechanics working with on-board diagnostics.

Challenge #3: Economy Effects

Last year, commercial vehicle registration in the U.S. was just under 600,000; many experts say this year will be slightly above that (near 615,000 from Class 3 through Class 8). "That's nowhere near the 800,000 we saw back in 2006," Meteer emphasized.

"Even though the economy looks like it's bumping along pretty decently, nothing is really happening. We've been pretty flat. The economy's improvement hasn't translated to more vehicles crossing the sidewalk to customers."

Tim Worman, business development manager for service truck manufacturer Iowa Mold Tooling Co. Inc., says he is seeing strong buying signals, and an upbeat mood. However, business was down in March because poor weather hampered housing starts. And the mining sector, outside of oil and gas, is faring poorly. "But as a general consensus everybody's pretty upbeat," Worman told *Service Truck Magazine*.

A concern of his industry as the economy recovers is that there won't be enough cab-chassis available on the market in the coming months for service truck manufacturers to put their bodies on.

"There's a lot of speculation out there as we go later into 2014 that chassis won't be readily available, that they're being consumed and not being replenished," Worman said. That is an offshoot of the economic downturn where the chassis makers "got stuck with so much inventory"

that they're reluctant to ramp up production and keep it ramped up.

With Class 8 trucks, big fleets account for about 50 percent of new commercial registrations, Meteer notes. However, big fleets are watching their costs closer than ever, so they're not buying new trucks as frequently.

"If they get a three-year contract to move some goods, for example, they're going to ask, 'What's a return on my investment for buying new trucks?' The bottom line is being watched much more closely," Meteer said. But this translates to two opportunities for the service truck industry.

First, it could mean big opportunities for smaller businesses. "We see in Class 8, for example, that the smaller owner-operator is growing," Meteer said. "Some of that growth is the bigger fleets offing some of business to the smaller guys because it makes financial sense." The growth of smaller fleets presents new prospects.

Second, the lack of new truck purchases means that some fleets are investing in used equipment instead, thanks to the deals available on three- and four-year-old equipment. "There's a high demand for used equipment that is just right at three years, or just past the last change in fuel economy regulations; there's a lot of demand for clean used trucks," Meteer explained. "If they can find those, they save money versus buying new." With more used trucks on the road, this could also present opportunities for the service truck industry.

Chassis makers are selling chassis, Worman said. But the problem for service truck makers is that they're having to compete with other commercial truck buyers for a limited supply. "Class 3 to 5 are used on a varied number of body configurations and there are a lot of players in that market," he said. The result is longer

lead times to obtain those chassis, he said.

Although it seems counterintuitive, the economy's improvement also influences driver turnover — for the worst, Meteer said. "As the economy increases, people who are good targets for employment as truck drivers suddenly have other job opportunities," says Meteer, "whether it be construction or the service industries. Those employment offers pull drivers out of the pool. As the economy continues to get better, that will exacerbate the driver shortages."

Challenge #4: Fuel Economy

"We're hoping that some realism creeps into the government regulations for fuel economy in commercial vehicles," Meteer says. "It's a small industry. Even at 600,000 vehicles registered, the technology and know-how aren't there. And there aren't a lot of vehicles to spread the fuel economy across; they're all very similar and have the same pumps. For example, Mack doesn't make a Class 3 truck that can get good enough fuel economy to help offset Class 8. So it's got to be done with the vehicles they have."

To survive these challenges, Meteer says it's vital that companies use as much information as they can get their hands on to find new prospects. "It's an incredibly competitive environment right now, and everybody's looking for that competitive edge. The businesses that look the hardest are going to find it, and that will be a detriment to their competitors because they'll be smarter, move faster, and make the right decisions."

— with a file from Keith Norbury

Leah Grout Garris is a full-time freelance writer, editor, and marketing consultant based in Cedar Rapids, Iowa.



ConExpo delegates Gerald Thurn and Kevin Vetter of Anderson Western asphalt paver from Bismark, N.D., check out a lube skid package at the Tiger Cranes booth.



NEW PRODUCTS

New service body pairs with new crane line

Stellar Industries Inc.'s new trademarked Tmax service bodies were among the feature attractions at the company's two booths at ConExpo-Con/Agg in Las Vegas this March.

A larger Tmax on a Kenworth chassis and cab dominated Stellar's outside booth in the Gold Lot. At its indoor booth in the North Hall was a Tmax body on a Ford F550 chassis and cab.

Among the features touted at the show were "an all-stainless steel billet-style of hinge" and "a new compression latch that we were showing on the body," said Tim Davison, Stellar's product manager for bodies.

Those three-point compression latches "positively compress compartment weather strip for weather tightness while allowing easy access," says a Stellar brochure.

Stellar, which is based in Garner, Iowa, is building the bodies at its own facility rather than have them built by Knapheide Manufacturing as has been the case with other Stellar bodies.

The Tmax bodies can be built for any size truck from a Ford F350 up to a tandem-axle truck, Davison said.

Other Tmax features include a new control system with operator feedback as well as "a new in-cab control system that actually turns all the accessories on and off and then has feedback reports on the usage of the equipment," Davison said.



Stellar Industries Inc.'s new Tmax service body offers stainless steel billet-style hinges, three-point compression hinges, and a rotating master lock system.

Enhanced propane body handles more tanks

An enhanced IMT Dominator propane mechanics body from Iowa Mold Tooling Co. Inc. features "more tank hauling capacity and a powerful new IMT 6000 telescopic crane," says a news release from the manufacturer.

Those features make the enhanced Dominator "ideal for transporting and handling two 500-gallon tanks, one 1,000-gallon tank or up to 13 100-pound tanks," the news release said.

Reducing the side panels and tailgate on the body has enabled the Dominator to fit a second 500-gallon tank or a 1,000-gallon tank. The previous body design could transport one 500-gallon tank or up to 13 100-pound cylinders.

The IMT 6000 telescopic crane features a trademarked patent-pending Penta Boom design. Rated at 39,000 foot-pounds with a maximum capacity of 6,000 pounds and 22 feet of reach, the crane has a single proportional radio remote control for precise maneuvering, total load visibility and operator safety, says IMT.

IMT cranes from 12,000 foot-pounds to 38,000 foot-pounds are also available.

Hydraulic out-and-down stabilizers are easier to deploy for better unit stability during crane operation. The lightweight body construction, which maintains all the structural benefits of steel, allows for increased payload capacity.

Other features of the upgraded propane body include the following:

- redesigned boom support that protects the body and boom support from damage when stowing the crane;
- torsion box understructure that reduces body weight and allows for more payload;
- three-point door latches that require



Reducing the side panels and tailgate on the body has enabled the IMT Dominator propane mechanics body to fit a second 500-gallon tank or a 1,000-gallon tank.

less force to open and close the door.

- mechanical door stops on all doors;
- rain eaves over compartment doors;
- shelf bracket system that easily allows repositioning for more storage space;
- 22-inch-deep by 44-inch-tall sidepack designed for maximum storage;
- sidekicks and crane that can be mounted on either the street side or curb side of the truck;
- 16-inch-deep sidepack option for increased load-bed space; and
- step bumper with a receiver tube for hitch insert.

"The enhancements we made to the Dominator propane body provide time and cost savings by helping operators haul and handle tanks more efficiently," Terry Cook, product manager of commercial products at IMT, said in the news release.

An Oshkosh Corporation company based in Garner, Iowa, IMT introduced the latest version of its trademarked Dominator at the International Construction and Utility Equipment Exposition in Kentucky last fall.



Also at ConExpo, Stellar introduced its new line of heavy-duty telescopic service cranes. They range in capacity from 7,500 to 14,000 pounds and have maximum all-hydraulic extensions ranging from 21 to 30 feet up to 30-feet.

Other features include boom articulation of -10 to +80 degrees, and "a quick release snatch block stow hook," says a news release from Stellar.

The proprietary CDTplus system (which stands for crane dynamics technology)

controls and monitors the new crane "in real-time at the operator's fingertips," says Stellar. The CDTplus crane communicates with the operator via a two-color LCD screen and sensory indicators built into the radio remote control, the manufacturer says. This provides live feedback "such as actual load, current reach, remaining reach, and when approaching maximum capacity."

The CDTplus system also has a "boost mode" that enables the crane to operate at 118 percent capacity "for a short period of time."

The optional E-Link equipment control system is an in-cab mounted multi-touch, multi-gesture LCD screen. It allows the operator to control and monitor equipment on the truck, "even while wearing gloves." The E-Link system also features an equipment usage screen, diagnostics, service reminders and troubleshooting, and an optional two-camera input for a rear-and-front or side-mounted camera monitoring.



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NEWS

NTEA announces its new board

Jeffrey Messer is the new first vice-president of the NTEA board executive committee, the organization announced at its 50th annual conference this March in Indianapolis.

The president of Messer Truck Equipment of Westbrook, Maine, Messer is joined on the 2014-2015 executive committee by the following:

- second vice-president Matt Wilson, president of Switch-N-Go, AmeriDeck & Bucks Divisions of Deist Industries, Inc. of Hadley, Pa.;
- third vice-president and treasurer Adam Keane, general manager of Allied Body Works Inc. of Seattle, Wash.; and
- secretary Steve Carey, executive director of the NTEA.

Newly elected trustees, who will serve three-year terms, are distributor trustee Gary Lindesmith, co-founder of Lindco Equipment Sales Inc. of Merrillville, Ind.; manufacturer trustee Peter Miller, president of Pro-Tech Industries, Inc. of La Vergne, Tenn.; and associate trustee Frank Cardile, senior vice president of ARI of Mount Laurel, N.J.

Returning to the board are distributor trustees Todd Davis, vice-president of Phenix Enterprises Inc. of Pomona, Calif.; Brian Glover, president/owner of Tampa Crane & Body Inc. of Tampa, Fla.; Bill Kohler, president of Kranz Automotive Body Co. of St. Louis, Mo.; John Wartenbee, vice-president of Northern Truck Equipment Corp. of Sioux Falls, S.D.; and Terry Wieseler, general manager of Truck Equipment Inc. in Des Moines, Iowa; as well as manufacturer trustee Ross L. Haith Jr., president of the Masterack Division of Leggett & Platt Commercial Vehicle Products of Atlanta, Ga.

Based in suburban Detroit, the NTEA, which brands itself as the Association for the Work Truck Industry, represents about 1,600 companies. They include manufacturers of service/mechanic truck bodies and their accessories as well as commercial truck buyers and chassis makers.



Stephen Latin-Kasper, the NTEA's director of market data and research, presents a session on identifying industry and economic trends at the Work Truck Show in March.

Photo courtesy of NTEA

Association opens northern office



Mike Kastner

The National Truck Equipment Association has opened an office in Canada.

The Canadian government relations office, in the nation's capital of Ottawa, "will play an important role in addressing the increasing challenges presented by international marketplace dynamics," said a news release from the association.

The NTEA, which brands itself as the Association for the Work Truck Industry, represents about 1,600 companies. They include firms that manufacture, distribute, install, sell and repair commercial trucks, truck bodies, truck equipment, trailers and accessories.

The Ottawa office works under the direction of Mike Kastner, NTEA managing director, who leads the NTEA's government relations efforts in Washington, D.C.

"Around the world, governments have begun to recognize the economic benefits associated with global truck platforms, harmonized safety regulations and emissions standards for commercial vehicles," NTEA executive director Steve Carey said in a news release. "Having a second government relations office further strengthens the NTEA's ability to influence and respond to regulations and legislation impacting the North American market."

The association is headquartered in Farmington Hills, Mich., a suburb of Detroit.



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Work Truck Show rocks despite ConExpo conflict

KEITH NORBURY

Despite a scheduling conflict with a massive trade show in Las Vegas, the annual Work Truck Show in Indianapolis posted nearly record attendance this year, according to the organizers.

The 2014 Work Truck Show, sponsored by the National Truck Equipment Association, drew 10,160 attendees to the Indiana Convention Center. That was down slightly from the record 10,600 who attended the 2012 show.

Steve Carey, executive director of the NTEA, told *Service Truck Magazine* in a post-show interview that measuring the impact of the scheduling conflict is “really difficult.” The NTEA and the Association of Equipment Manufacturers, the organizers of the triennial ConExpo-Con/Agg trade show in Las Vegas, have both said publicly “that the conflict isn’t really beneficial for the industry and it’s something that we want to try to avoid as much as possible,” Carey said.

“Our dialogue with AEM is very open about this and fairly frequent. So the organizations are trying to manage that to the best of abilities.”

In a news release after the Work Truck Show, Carey declared it a success, calling that success “reflective of the slow but steady growth our industry is currently enjoying.”

“We’ve gotten such a favorable reaction from having the event in Indianapolis we decided to make at least a near-term commitment to the city and build around a stable location.”

~ Steve Carey, executive director, NTEA

“A pretty good show”

Attendees at the Work Truck Show, though, had differing views on the success of the 2013 show, which took place March 5-7.

Steve Coffee, national sales manager for Houston, Texas-based truck crane maker Liftmoore Inc., called this year’s event “a pretty good show” that was similar to past years’ shows.

“One thing: we’re not there to sell. We’re there to contact our distributors,” said Coffee, whose company had a booth at the Work Truck Show but only shared a space at ConExpo. “We only sell through distributors. So we’re a little different than a lot of people.”

Tim Worman, business development manager for service truck manufacturer Iowa Mold Tooling Co. Inc., attended both shows. He was at the NTEA event for the first full day of the floor being opened. “It’s not often you can be at that show and see all the way down a hallway,” Worman said.

So his takeaway of the Work Truck Show is that attendance was down despite what the organizers said.

“But what they don’t tell you is how many were attendees and how many were exhibitors and how many attendees were employed by exhibitors,” Worman said. “So numbers were still good that way.”

He said attendees also included fleet buyers and those looking for distribution and product lines as well as utilities reps. “But you could definitely see that it took a hit with ConExpo being the same time,” Worman said.

On the other hand, Joe Benson, head of the Ram commercial brand, said he noticed an uptick in activity at

Attendees views differ on the impact the scheduling conflict had on the annual Indianapolis exhibition



More than 10,000 people attended the 2014 Work Truck Show in Indianapolis. Photo courtesy of NTEA

his company’s Work Truck Show booth. Ram utilizes the show on multiple levels, he said. For example, the company brings in its dealers for face-to-face conversations “both on current market applications as well as future product actions,” Benson said. Ram also brings in large fleet customers for similar meetings.

“When you think about it, we have all the experts of the brand there,” Benson said. “We have the executives, we have the engineers, we have the product planning guys. It really helps us facilitate these face-to-face conversations with all groups in a central location.”

Tim Davison, product manager for bodies at Garner, Iowa-based Stellar Industries Inc., said bluntly that the scheduling conflict wasn’t as big a deal as it was made out to be.

“It was a good show,” said Davison, who attended ConExpo but not the Work Truck Show, although his company had booths at both shows. “We thought we had a good show at both places.”

An impressive venue

Nick Moss, sales manager for Service Truck Magazine, also split his time between ConExpo and the Work Truck Show. It was his first visit to either event.

Moss said the show itself was great and the facility impressive. He likened the latter to three or four huge airplane hangars, each the size of the main hall at ConExpo, although the entire Indianapolis facility is a fraction of the size of the Las Vegas Convention Center.

“There is one sort of main hub and then the hotels hang off it,” Moss said of the Indiana Convention Center. “So if you’re an attendee, a delegate or just an exhibitor, if you’re booked into one of those main hotels, essentially you don’t have to leave to do anything, which is great.”

The show will return to that Indianapolis venue every year now until at least 2016. In the past, it has alternated among several cities, including Atlanta, Baltimore, Orlando, St. Louis, Chicago, and Indianapolis.

“We’ve gotten such a favourable reaction from having the event in Indianapolis we decided to make at least a near-term commitment to the city and build around a stable location,” Carey said.

While the NTEA, which celebrated its 50th anniversary this year, has always had an annual convention with a small trade show, the shows were modest until about 2000.

“And even the first iteration of what is today the Work Truck Show was probably half in scope of what it is today,” Carey said.

Not like it used to be

Tom Catalano, director of marketing for Curry Supply Company, said his company, which manufactures water



Visitors gather around the booth of Work Truck Show organizers, the National Truck Equipment Association.

truck and lube skid packages and is a distributor of service bodies, had a limited presence at the Work Truck Show. He attributed that to the scheduling conflict.

“I think that if they had been further apart our presence would have been bigger,” Catalano said.

Curry did have a water truck on display at the Peterbilt booth at the Work Truck Show “and it did get a lot of attention,” he said. Next time, though, Curry does plan to have its own exhibit space.

John Affatati, national sales manager for Coxreels, said his company would typically have a booth at the Work Truck Show, but it opted to exhibit only at ConExpo this year.

“We were thinking about splitting the resources but this is too meaningful for us,” Affatati said of ConExpo, which boasted attendance about 12 times that of the Work Truck Show.

Affatati, whose company makes heavy-duty hose reels suitable for lube trucks, said the Work Truck Show hasn’t seemed as active in recent years as it once was. Nevertheless, he added, “For sure we’ll be there next year.”

Testimonials captured in a video posted on the NTEA website were more upbeat about the Work Truck Show.

“It’s one-stop shopping for all the people who are involved in serving the customer,” said John Ruppert of Ford Commercial Truck. “And it’s important that we continue to have a presence here and participate in this show in a bigger and better way every year.”

In that same video, Jim Brown of Palfinger North American Group said, “The Work Truck Show works for us because it’s the ultimate avenue that we can display our products to distribution.”

And Haily Meyer of the Knapheide Manufacturing Company added: “The Work Truck Show is just a great place to come. It really gives us a chance to interact with our distributors and customers from the fleets we deal with. But it’s really great to kind of connect. I really see it as a great networking show.”

A show worth supporting

Carey said the show is important to service truck manufacturers but so is ConExpo. “That is why both organizations are collaborating and trying to avoid this overlap wherever we can,” Carey said.

Ideally, Worman hopes that in 2017 the events will be separated by a couple of weeks. That way he won’t repeat the long week he experienced this year when he racked up about 8,000 Air Miles.

“The audience at NTEA are your municipalities, your fleets, (and) your national fleets that don’t use a lot of mechanic’s trucks,” Worman said. “They may have one or two but they’re not the general audience. When it comes to our customer base, the best way I can put it is ConExpo is a selling show for us. NTEA is an industry association support show. We go because we support that association.”



CALENDAR OF EVENTS

JUNE 2014

June 3-7, 2014

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Moscow, Russia
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in Russia and CIS countries with more
than 30,000 professionals exhibiting and
attending.”
<http://www.conexporussia.com/EN/>

June 4-6, 2014

American Control Conference
Hilton Portland & Executive Tower, Portland, Ore.
“The ACC is internationally recognized
as a premier scientific and engineering
conference dedicated to the advancement of
control theory and practice.”
<http://a2c2.org/conferences/acc2014>

June 4-7, 2014

**Crane Rental Association of Canada
Annual Conference**
Four Seasons Hotel, Whistler, B.C.
“The CRAC Conference is a unique annual
event giving the opportunity to meet with
the leaders of the Canadian crane industry.”
<http://www.crac-canada.com/>

June 5-8, 2014

**South Carolina Trucking Association
Annual Conference**
Westin Hilton Head Island,
Hilton Head Island, S.C.
<http://www.sctrucking.org/events/2014-scta-annual-conference>

June 6, 2014

**Mississippi Trucking Association
Annual Conference**
Perido Beach Resort, Orange Beach, Al.
<http://www.mstrucking.org/>

June 15-18, 2014

**Georgia Motor Trucking Association
Annual Conference**
Sonesta Resort, Hilton Head Island, S.C.
<http://www.gmta.org/2014-annual-convention-2/>

June 17-19, 2014

Advanced Rigging & Lifting Workshop
Double Tree By Hilton West Edmonton,
Edmonton, Alta.
“The workshop curriculum will tightly
focus on lifting activities conducted in
heavy lift and transport, up/mid/down-
stream oil and gas, energy infrastructure
fabrication and installation, and all aspects
of heavy rigging and lifting.”
<http://iti.com/edmonton>

June 18-19, 2014

Atlantic Canada Petroleum Show
Mile One Centre, St. John's, Nfld.
“Join more than 160 exhibiting companies
to showcase your technologies, products
and services to over 2000 industry
professionals visiting the show.”
<http://atlanticcanadapetroleumshow.com>

June 24-26, 2014

TOC Europe
ExCel Convention Centre, London, U.K.
“IT and process automation solutions,
cranes and container handling equipment,
training products and services, port
planning, design and construction.”
<http://tocevents-europe.com/>



The Homestead in Hot Springs, Va., is the site of the North Carolina Trucking Association Annual Conference, July 13-16.

JULY 2014

July 13-16, 2014

**North Carolina Trucking Association
Annual Conference**
The Homestead, Hot Springs, Va.
<http://www.nctrucking.wildapricot.org/>

July 22-23, 2014

Fleet Safety Conference
Renaissance Schaumburg Convention
Center Hotel, Schaumburg, Ill.
“The only conference of its kind designed
specifically for fleet, risk, safety, sales,
human resources and EHS professionals
that offers current and expert insights and
practical education on improving fleet
safety.”
<http://www.fleetsafetyconference.com/>

July 25-26, 2014

Expedite Expo
Roberts Convention Center, Wilmington, Ohio
“Learn about the newest trucks, career
opportunities and products geared
specifically to owner operators and drivers
of medium duty and heavy-duty trucks.”
<http://expediteexpo.com/>

July 25-26, 2014

All American Antique Truck Show
At the Expedite Expo
Roberts Convention Center,
Wilmington, Ohio
<http://www.allamericanantiquetruckshow.com/>

July 31-Aug. 2, 2014

**Louisiana Motor Transport Association
Annual Convention**
Marriott Grand Hotel
Point Clear, Ala.
“An excellent opportunity not only to catch
up on the most current industry issues
but also to network with other industry
representatives.”
<http://www.louisianatrucking.com/>

AUGUST 2014

Aug. 5-7, 2014

**Minnesota Trucking Association
Annual Conference**
Arrowwood Resort, Alexandria, Minn.
<http://www.mntruck.org/events/>

Aug. 5-8, 2014

**Association of Diesel Specialists
International Convention & Tradeshow**
Wynn Las Vegas, Las Vegas, Nevada
“The latest in diesel technology, tools,
equipment and parts — all in one place.”
<http://diesel.org/convention>

Aug. 7-10, 2014

**15th Annual National
Brockway Truck Show**
Downtown, Courtland, N.Y.
<http://www.brockwaytrucks.org>

Aug. 12-15, 2014

**Idaho Trucking Association
Annual Conference**
Shore Lodge, McCall, Idaho
<http://www.idtrucking.org/convention.php>



The All American Antique Truck Show is part of Expedite Expo in Wilmington, Ohio, July 25-26.

Aug. 12-16, 2014

**National Truck Driving Championships
National Step Van Driving
Championships**
David L. Lawrence Convention Center,
Pittsburgh, Pa.
“The NTDC annually attracts over 2,000
cheering friends, family, colleagues and
spectators.”
http://www.trucking.org/Driving_Championships.aspx

Aug. 15-16, 2014

**25th Annual Great Salt Lake
Kidney Kamp Truck Show**
Lehi, Utah
<http://www.saltlaketruckshow.com/>

Aug. 21-23, 2014

Great American Trucking Show
Kay Bailey Hutchison Convention Center,
Dallas, Texas
“Attendees can explore new products and
services, gain insights into the latest issues
affecting their businesses and share ideas
and best practices as they network with
their industry peers.”
<http://www.gatsonline.com/>

SEPTEMBER 2014

Sept. 3-5, 2014

**South Dakota Trucking Association
Annual Conference**
Rushmore Plaza Holiday Inn, Rapid City, S.D.
<http://www.southdakotatrucking.com/>

Sept. 7-9, 2014

**Tennessee Trucking Association Annual
Convention**
Hilton Sandestin Beach Golf Resort & Spa,
Destin, Fla.
<http://tntrucking.org/2014-convention/>

Sept. 9-10, 2014

Oil Sands Trade Show & Conference
Suncor Community Leisure Centre,
Fort McMurray, Alta.
“Hear from experts and leading innovators
in the oil sands industry speak about issues
and opportunities at hand.”
<http://oilsandstradeshows.com/2014/>

Sept. 14-18, 2014

**Commercial Vehicle Safety Alliance
Annual Conference and Exhibition**
Buffalo Niagara Convention Center,
Buffalo, N.Y.
<http://www.cvsaa.org/events/>

Sept. 16-18, 2014

**NTEA New Model Truck Product
Conference**
Adoba Hotel, Dearborn, Mich.
“An annual event held in the fall where
leading chassis manufacturers present
critical information about product
upgrades and new product launches for the
upcoming model year and beyond.”
<http://www.ntea.com/truckproductconference/>

Sept. 19-20, 2014

Pacific Heavy Equipment Show
Tradex Grounds, Abbotsford, B.C.
“For equipment owners, operators
and purchasers representing general
construction, trucking, public works,
utilities, aggregate production, road building
and maintenance from across western
Canada.”
<http://www.masterpromotions.ca/Previous-Events/pacific-heavy-equipment-show-2014/>

Sept. 21-23, 2014

Intermodal Expo
Long Beach Convention Center,
Long Beach, Calif.
“Find 3PLs, ocean carriers, motor
carriers and drayage companies, railroads,
equipment manufacturers and leasing
companies, technology vendors, shippers/
BCOs and many more intermodal industry
professionals.”
<http://www.intermodalexpo.com/>

Sept. 24-26, 2014

**Kansas Motor Carriers Association
Annual Convention**
Hilton Garden Inn in Manhattan,
New York, N.Y.
“This industry-wide event provides
educational opportunities for members and
their employees, as well as allows KMCA's
allied members to network with carrier
members and discuss the latest technology
in equipment and services.”
<http://www.kmca.org/content/kmca-annual-convention>

Sept. 24-26, 2012

**Crane Industry Council of Australia
Exhibition & Crane Display**
Allphones Arena & The Dome,
Sydney, New South Wales
“World-class industry speakers plus
increased technical presentations and
content — it's all about the cranes!”
<http://conference.cica.com.au/>

Sept. 29-Oct. 4, 2014

Breakbulk Americas 2014
George R. Brown Convention Center,
Houston, Texas
“Exhibitors and sponsors include
specialized ocean carriers, freight
forwarders, ports/ terminals, logistics
providers, ground transportation, heavy air,
export packers, equipment companies and
more.”
<http://www.breakbulk.com/breakbulk-global-events/americas/breakbulk-americas-2014/>



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