

SPEC MY TRUCK

Check out Steve Beeler's rig, page 14

INSIDE

New conference added to the Work Truck Show 7
Hours of service rules exemption suggested
for service truck drivers10
Truckers wake up to sleep apnea threat18



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CHANGING SEASONS

Prepare for winter challenges

Operators and managers share experiences dealing with snow and cold

MATT JONES

If you live in areas of the northern United States or in Canada, chances are good the phrase, "Winter is coming," would already send a chill up your spine long before *Game of Thrones* made it a catchphrase. For service truck operators, the expression is more than a cliché. Extreme cold and snowy conditions can be debilitating. It takes careful planning and preparation to overcome the challenges of a long winter.

"In the dead of winter, we can get as cold as -35° C, with wind-chill in excess of minus 50 degrees," says Morley Marwick, corporate service manager for Red-head Equipment in Regina, Sask. "It gets pretty severe here sometimes in January and February."

With many kilometers separating major centers and towns, it's essential to retain heat under the hood and in the cab, Marwick says. The key solution is proper

continued on page 9

Photo courtesy of LSM Home Comfort Solutions



After this LSM Home Comfort Solutions service truck ended up in a snow bank, a friendly neighborhood dog tried to help pull the vehicle free.

LEGALIZATION

The skinny on lube skids

Lube skid manufacturers report increasing demand for those products

BY BRENNAN CLARKE

Developing new products to keep up with evolving consumer needs isn't just good business practice, it's a basic principle of supply and demand economics. Find a gap in the market, offer customers a cost-effective solution and chances are you'll be successful.

When it comes to service truck equipment and accessories, Maintainer Corporation of Iowa Inc.'s new line of ready-made lube skids certainly falls into that category.

Introduced at the 2018 Work Truck Show in Indianapolis in March, Maintainer's lube skids come in eight standard models with mix-and-

continued on page 12



Jeff Taylor Sr., Frank Stevenson, Jeff Taylor Jr., and Mike Thulin work the Taylor Pump & Lift stand at the 2017 International Construction & Utility Equipment Exposition in Louisville, Ky.

REGULATIONS

Crane operator certification deadline looms

Service truck crane operators still included in proposed federal regulations

KEITH NORBURY

The latest deadline for a national requirement to certify U.S. crane operators, including operators of service truck cranes, working in construction is this Nov. 10.

This time it looks as though the federal Occupational Safety and Health Administration will stick with the deadline, said the CEO of the National Commission for the Certification of Crane Operators.

"I spoke to the directorate last week and they are still confident they can get this final rule out before then," Graham Brent said in

continued on page 11



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

File photo by Keith Norbury

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ADVERTISER INDEX

Auto Crane	5
Boss Industries, Inc.....	7
Cox Reels	23
Dakota Bodies, Inc	8
Eberspaecher Climate Control Systems	18
Hannay Reels, Inc.	9
Jomac Ltd.	10
Lincoln Electric Co.....	2
Maintainer.....	4
NTEA - The Association for the Work Truck Industry.....	16
Reelcraft Industries Inc.	17
Summit Truck Bodies	12
Summit Truck Bodies.....	22
Taylor Pump & Lift	11
Vanair Manufacturing, Inc.	20
VMAC	13
Venco Venturo Industries LL.....	19
Wilcox Bodies Ltd.	27
Zip's Truck Equipment Inc.	back cover

New rearview manual coming

File photo by Keith Norbury

An updated manual on new rearview visibility requirements for commercial vehicles will be available in November from the National Truck Equipment Association.

Titled *Rear Visibility F/CMVSS 111 Field of View Conformity Manual*, the latest edition includes information on rules that will become mandatory in Canada in May 2019.

The new U.S. standard, called FMVSS 111, took full effect on May 1, 2018. FMVSS 111 “includes requirements for field of view, image size, response time, deactivation, durability, default view and linger time,” said a news release from the NTEA.

It applies to vehicles with a 10,000-pound, or 4,536-kilogram, gross vehicle weight rating or less. The equivalent Canadian regulation will include three-wheeled vehicles.

In an earlier news release, the NTEA said that those affected by the new rules include the following:

- truck equipment distributors and upfitters working with vehicles governed by the new regulation who may need to install or relocate the rearview camera to ensure all requirements are met;
- fleet managers, who will want to monitor compliance for their upfitted vehicles; and
- equipment manufacturers, who want to understand the design implications for truck-mounted equipment that can affect rearview camera placement and to assist upfitter customers with their conformance responsibilities.

The NTEA's revised manual can be bought separately or as part of a kit. The latter “includes a tarp with the necessary



Steve Spata, NTEA technical assistance director, explains the new federal rules for rearview cameras on vehicles of 10,000 pounds gross vehicle weight or less — part of Federal Motor Vehicle Safety Standard 111 — during a presentation at the 2017 Work Truck Show in Indianapolis.

markings to facilitate test cylinder placement,” the release said. Those markings have been updated to reflect U.S. and Canadian regulations.

The updated manual will cost \$199 for NTEA members and \$299 for non-members. The kit will cost \$499 for NTEA members and \$649 for non-members.

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



Six firms join MVP ranks

Industrial Truck Bodies of Santa Maria, Calif., and Royal Truck Body-Arizona of Mesa are among the newest Member Verification Program companies recognized by the National Truck Equipment Association.

The NTEA announced four other new MVP companies in October. They are Tinik Incorporated of Oakland, Iowa; Life Line Emergency Vehicles of Sumner, Iowa; Marion Body Works of Marion, Wisc.; and Mike Albert Sales and Service of Evendale, Ohio.

Another 28 companies renewed their MVP status. Among them are VMAC of Nanaimo, B.C.; Knapheide Truck Equipment of Orlando, Fla.; American Eagle Accessories Group of Garner, Iowa; Ace Truck



NTEA now has 273 MVP companies among its more than 2,000 members.

Equipment of Zanesville, Ohio; Cliffside Body Corp. of Fairview, N.J.; Dejana Truck & Utility Equipment Co. LLC of Smithfield, R.I.; and General Truck Equipment & Trailer Sales of Jacksonville, Fla.

The MVP now has 273 member companies. The program “acknowledges the companies leading the industry to excellence,” says a news release from the NTEA — The Association for the Work Truck Industry

The NTEA represents more than 2,000 companies including manufacturers of service trucks and service truck accessories.

For more information visit www.ntea.com/mvp.



Industry association surpasses 1,000 members

The Association of Equipment Manufacturers now has more than 1,000 members.

The AEM announced in October that it has surpassed the 1,000-member mark following the latest round of approvals from the organization's membership committee.

“Peers and competitors, large to small, our members work together through AEM to build momentum for equipment manufacturing and the agriculture and construction-related sectors they serve,” Paul Flemming, AEM senior director of membership and engagement, said in a news release.

Headquartered in Milwaukee, Wisc., the AEM has a global scope and represents companies with more than 200 product lines in off-road equipment manufacturing in such industries as agriculture, construction, mining, forestry, and utility. Member companies include service truck manufacturers, such as the Knapheide Manufacturing Company and Stellar Industries, as well as makers of service truck



Bugler welcomes visitors to the 2017 International Construction & Utility Equipment Exposition in Louisville, Ky., a biennial event of the Association of Equipment Manufacturers.

ICUEE photo

accessories, like VMAC and Lincoln Electric Company.

Among the new members that pushed the AEM over the 1,000-member mark is Oklahoma-based Tulsa Rig Iron Inc.

“I found the education and networking opportunities and available industry data very valuable. Also, the member discounts for your great trade shows,” the news release quoted Terry Flynn, vice-president of sales and marketing for Tulsa Rig Iron. “If you are an industry manufacturer, it's a no-brainer!”

Aside from advocating for its members on legislative and regulatory matters in the U.S. and Canada, the AEM also provides industry market statistics programs, addresses workforce challenges, and organizes industry trade shows. The latter include the massive triennial ConExpo-Con/Agg show in Las Vegas, and the biennial International Construction & Utility Equipment Exposition in Louisville, Ky. For more information about the AEM, visit www.aem.org.



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The Mac Tools L42400 air line disconnect tool set reduces sore fingertips when uncoupling air lines. The short end of the tools eliminate the need to pinch coupling rings with your fingertips, and the long ends reach into tight places to release stubborn air line couplers. Nine times out of 10 you can pop air lines loose with your fingertips, but every 10th time, when the coupler refuses to release, these tools are worth the \$50 they cost.

— Dan Anderson

MECHANIC'S MUSINGS

Turning wrenches is the easy part

DAN ANDERSON

A friend recently dealt with a 6.8-liter diesel farm tractor engine that was hard to start. The customer said he had to hand-pump the fuel primer to get it to start, which often suggests fuel is leaking back and draining the fuel injection system when the engine isn't running.

My friend did all the usual tests to diagnose fuel leak-back, and replaced various fuel lines, filter housings and other components that often cause that problem. The engine would re-start without hand-priming as long as it wasn't worked hard. But if the engine was worked hard and *then* shut off, it would take 15 minutes of hand-priming to re-start.

He finally used a diagnostic procedure that included replacing one of the diesel fuel return lines with a clear plastic hose and then running the engine on a dynamometer. At both idle and full, no-load throttle, the fuel in the line looked good. But if he pulled that engine *hard* on the dyno, bubbles appeared, and the harder he pulled it, the more bubbles showed up in the return line.

His conclusion? The diesel fuel injectors and especially their seats/seals were worn and allowing exhaust gases to force their way into the injector, where they were in-



Diagnosing a problem often takes more time than expected.

troduced into the return line, which recirculates through the injection pump. When the tractor was shut off with bubbles in the fuel line, those bubbles consolidated into air pockets when the tractor sat for a couple hours or overnight. And air pockets in a fuel injection line nearly guarantee that a diesel engine won't start.

It wasn't cheap to replace the injectors, but what really constipated the customer was the cost of diagnosing the problem. Justifying to him the time spent pressure testing, leak testing and dyno-ing the tractor was the hardest part of the job. And it had nothing to do with actually turning wrenches.



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Tree service truck turned into hotrod

MATT JONES

Working in his family's appliance service business in the early 2000s, Cliff Carroll of Fairfield, Conn., wanted a novel truck to use to drive around in and do service calls. Looking at a dent-riddled 1968 Chevy that had previously been used as service truck for a New Jersey-based tree service company, he could see great potential. At \$700, the price was certainly right!

But it would take 14 years of on-and-off work to transform the beaten down old six-cylinder economy vehicle into the hotrod truck of his dreams.

"Between mortgages and raising kids, it was a very slow project," Carroll says. "But I knew eventually I would get it done. I really wanted the resto-mod type of thing where you take an old body and put all new things in it. This has got a late model Corvette motor and transmission with computers and an air ride system. It's essentially a brand new vehicle with a '68 Chevy body on it. It's got rack and pinion steering and all the creature comforts of a new vehicle — air conditioning, electric windows."

Over the years, Carroll installed a 1959 Chevy Impala dashboard, a new steering column, cut the front and rear bumpers, widened the rear wheel wells and moved the gas tank from the cab to the rear of the truck with access to the tank through the tail light.

The truck isn't just for display. Since completing work on it in August last year, he's put 6,000 miles on it.

"It's a proven truck," says Carroll. "Obviously, I don't drive it in crummy weather, but I've gone to shows in New York and New Jersey. I'm not afraid to hop in it and go two hours without a problem."

Photos courtesy of Cliff Carroll



If the New Jersey-based tree service company who originally owned Cliff Carroll's 1968 Chevy could see it now, they likely wouldn't believe it was the same truck.

"It had dents all over from tree limbs or guys climbing on it to reach trees," says Carroll.

— Cliff Carroll, Fairfield, Conn.

Carroll figures that the people who used the truck for their tree service company wouldn't believe that it was actually the same truck that they sold riddled with dents from falling tree limbs and workers climbing on it to reach trees. So *Service Truck Magazine* readers should take a long look at their trucks, because someday someone like Carroll might transform them into something they would never expect.

"Who knows what the future holds for their trucks?" Carroll says.

Matt Jones is a freelance writer based in Fredericton, New Brunswick.



Over 16 years, Carroll transformed a 1968 Chevy from a service truck used by a tree service company into a classic-looking hotrod.



Since finishing up work on the truck, Carroll has put 6,000 miles on it, driving to shows in New York and New Jersey.



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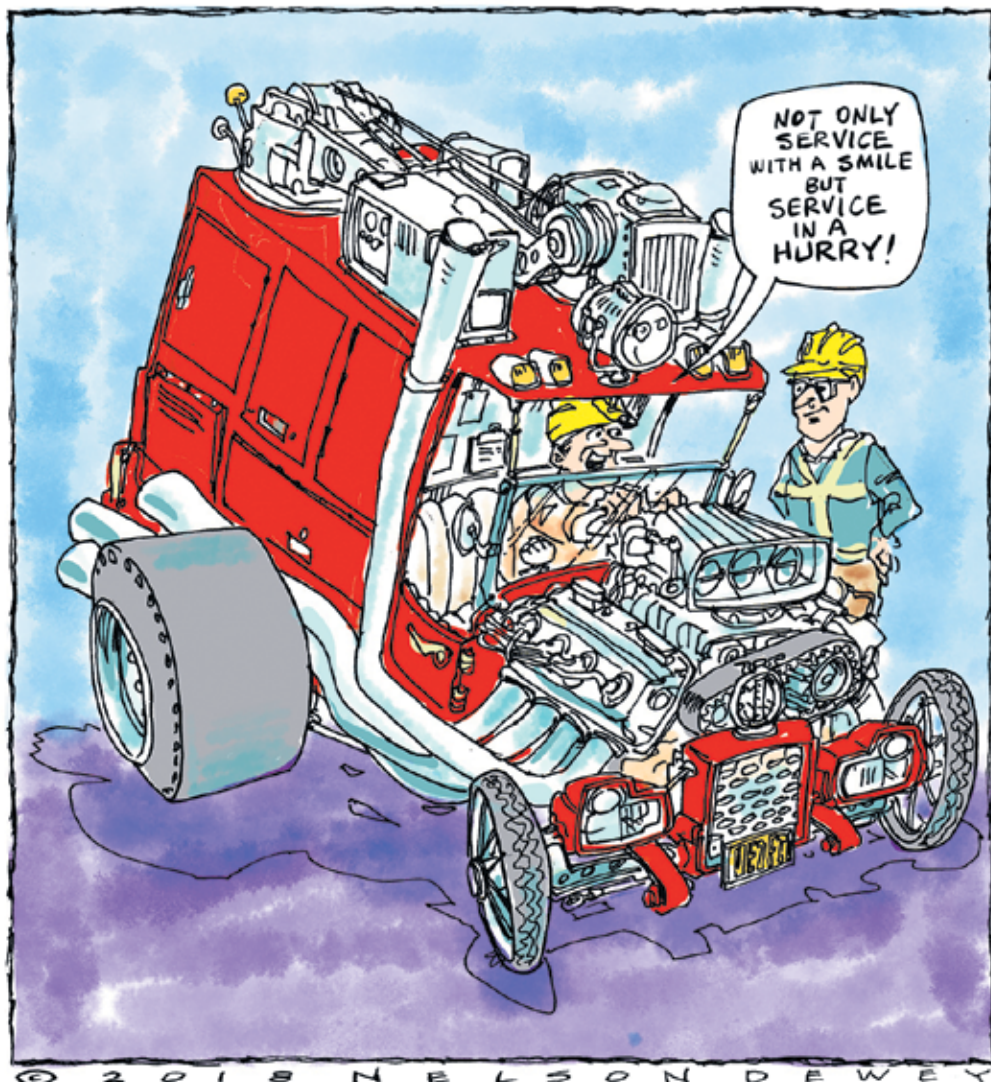


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About our cartoonist

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*.

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

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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 Dec. 12, 2018. Sooner is always better than later.

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EDITORIAL

New trade deal praised

The new trilateral trade agreement involving the U.S., Canada, and Mexico is going to be good for business across North America. At least it's bound to be better than the alternative, which was starting to look like a U.S.-Mexico deal that would leave Canada out.

Negotiations went down to the wire. But whether or not the new United States-Mexico-Canada Agreement, or USMCA, was a foregone conclusion is something economic historians will likely debate in the future.

The benefactors should (will) include companies in the business of making and servicing heavy equipment and their accessories. That's no doubt why the National Truck Equipment Association, the Association of Equipment Manufacturers, and the Associated Equipment Dealers all have offered praise for the USMCA, which will succeed the two-decades old North American Free Trade Agreement.

"The new framework serves to strengthen stability and predictability across North American economies, and for this reason, has been welcomed by business communities in all three countries," Mike Kastner, NTEA managing director, and Jeffrey Phillips of Dawson Strategic wrote in an op-ed on the NTEA website.

They also cautioned that it's an agreement in principle with key details "still being worked out." While U.S. President Donald Trump has said he plans to sign the deal in November, Congress isn't expected to ratify it until next year.

In its assessment, the AEM noted that almost 30 percent of U.S. produced equipment is exported — with Canada and the U.S. being the first and second largest markets respectively. The new agreement "is a step in the right direction," AEM president Dennis Slater said in a posting on the AEM website.

"Trade agreements provide better access to customers across the globe and help us add to the 1.3 million jobs our industry supports in the United States," Slater said. "We urge this administration to continue working closely with the Canadian and Mexican governments to enact policies that promote continued economic growth for our industry."

That sounds like advice to U.S. President Donald Trump to ease off on the steel and aluminum tariffs imposed during the negotiations. Those tariffs remain in effect as do the ones Canada imposed in retaliation.

"Discussions continue between U.S. and Canada on the possibility of voluntary quotas in lieu of tariffs, as have been negotiated with certain other countries," Kastner and Phillips wrote. "At this point, there is no indication if or when tariffs will be lifted. Moreover, there is a possibility additional national security tariffs may be imposed on automotive trade exceeding quota limits set in the new agreement. However, quota limits were intentionally set much higher than current near-term export levels, so the likelihood of these additional tariffs being applied in practice is limited."

Trump deserves credit for getting the deal done. He certainly extracted concessions from Canada, such as more access to the Great White North's quota-controlled dairy industry. Mexico will also have to start paying its auto workers more — by 2023, 40 percent of cars will have to be made by workers earning at least US\$16 an hour.

The agreement also contains what's called a "China clause" to discourage side deals with other countries without the approval of the other two USMCA parties. Should Canada sign a trade deal with China that isn't to the liking of the U.S., Canada could be kicked out. As *National Post* columnist Andrew Coyne pointed out, that's a change from the NAFTA provision that allowed parties to quit the deal on six months notice.

"Certainly the Chinese seem to think it means something, to judge by their loud, angry protests," Coyne wrote.

Canada and Mexico had more to lose from failing to renew NAFTA than the U.S. did. That's because the economies of Canada and Mexico are far more dependent on trade. And the vast majority of that trade — three quarters for Canada and four fifths for Mexico — is with the U.S.

With a population of nearly 330 million, the U.S. has such a huge internal market that it could eliminate foreign trade entirely and barely feel it. Canada and Mexico, though, would likely suffer economic devastation and dislocation.

Of course, it's not that simple. Since NAFTA, the supply chains of the three countries have become interwoven. Breaking those chains in the absence of an agreement would conceivably cause pain to U.S. manufacturers who rely on them. So in that respect at least, the new deal is far superior to no deal at all.



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New conference added to the Work Truck Show

File photo by Keith Norbury

Annual event returns to Indianapolis, March 5-8

A new Manufacturer and Distributor Innovation Conference has been added to the program of the annual Work Truck Show for 2019.

The new conference joins a Fleet Technical Congress, which made its debut in 2018, and the Green Truck Summit, which has been a fixture of the Work Truck Show for several years. Show organizers the NTEA — the Association for the Work Truck Industry — had previously announced that it would offer registrants the option of attending sessions at both the Green Truck Summit and the Fleet Technical Congress. In 2018, attendees had to choose one or the other.

The 2019 Work Truck Show takes place March 5-8 at the Indiana Convention Center in Indianapolis, the venue for the show since 2011. The Green Truck Summit, Fleet Technical Congress, and the Manufacturer and Distributor Innovation Conference all happen March 5 along with Work Truck Show general education sessions. Concurrent educational sessions run March 5-7 while the show's exhibit hall is open March 6-8.

Exposure to innovative tools

"The ability to access and successfully deploy the best manufacturing technology, equipment and practices isn't limited to just the biggest players in the industry," Doyle Sumrall, the NTEA's managing director, said in a news release announcing the new innovation conference. "This conference is designed to expose anyone who builds work trucks to the most innovative tools, processes and resources available and explain how all of these solutions are scalable and customizable to operations of all sizes. Attendees will come away from this event with resources and ideas they can put into practice to accelerate their business success."

The new innovation conference will kick off with a keynote address followed by general sessions on such topics as welding as a core competency, using government programs to improve productivity, building a mentoring culture, how lean approaches can foster innovation, and processes for attracting and training workers.

Presenting the session, "Welding — More than a Piece of Equipment and a Welder," will be Jason Scales, business manager education with Lincoln Electric, and Matt Schroeder, engineering manager with Stellar Industries Inc. That sessions takes place Tuesday, March 5 from 9:30 to 10:45 a.m.



"This conference is designed to expose anyone who builds work trucks to the most innovative tools, processes and resources available and explain how all of these solutions are scalable and customizable to operations of all sizes."

— Doyle Sumrall,
managing director, NTEA



Dick Wyss of Northland Equipment Co. Inc. of Janesville, Wisc., checks out a new service body at the Palfinger booth during the 2018 Work Truck Show in Indianapolis.

Registration to the Manufacturer and Distributor Innovation Conference also includes access to concurrent sessions on many other subjects. These include robotics as a productivity tool, shop floor measurements basics, welder training, and hands-on activities in areas of electricity and robotics. The dozens of concurrent sessions at the Work Truck Show also include updates from the major chassis manufacturers.

Every pound counts

Among the other concurrent sessions is "Weight Reduction — Every Pound Counts," on Thursday, March 7 from 9:30 to 10:45 a.m. It will be presented by Stephen Anderson, principal engineer with Altec, Jon LeFaive, sales engineering manager with Dakota Bodies LLC; and Justin Steel, manager of specialty products engineering with The Knapheide Manufacturing Company.

In addition, the show features special sessions on Lean Implementation for Truck Equipment Outfitters, Fleet Management 101, and a Generation Next Leadership Workshop and Networking Reception. Those sessions require separate registration.

Founded in 1964, the NTEA represents more than 2,000 companies, including dozens of manufacturers of service trucks and their accessories.

The 2019 Work Truck Show features about 500 exhibitors in the 500,000 square foot exhibition hall as well as a New Exhibitor Pavilion for first-time exhibitors in rooms 137-139 of the convention center. A record crowd of 13,570 attended the 2018 show.

For more information, including registration and a complete schedule, visit www.work-truckshow.com.



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NEWS

New standards set for lifts

A vehicle lift must now meet tougher standards to earn a gold certification label from the Automotive Lift Institute. The aim is improved lift operator safety, says a news release from the institute.

Its new safety standard ANSI/ALI ALCTV: 2017 went into effect this July 24. It replaced a 2011 standard. The standard covers vehicle lift design, construction, testing and validation.

In addition to maintaining the major design and construction requirements, the new standard includes “significant updates” to strengthen testing, the news release noted. That testing must be performed at a nationally recognized testing laboratory.

Other changes include increasing the number of test cycles, and expanding testing requirements for load-holding devices, namely latches and hooks.

“ALI and our members take our lift safety mission very seriously,” Dale Soos, ALI senior project engineer, said in the release. “Since introducing the ALI Lift Certification Program in 1993, the committee responsible for the standard has continuously improved it to promote technician safety on the job and wherever a vehicle lift is used.”

Facilities with lifts that were certified to the prior edition of the standard do not need to take any action as a result of



Earning one of these Automotive Lift Institute gold certification labels is a little more challenging under the new edition of ANSI/ALI ALCTV now in effect.

the update, the release said. However, the institute cautions that when shopping for a new lift, do not assume that a previously certified model is certified to the current standard. Any lift model that was certified to the 2011 edition of the standard had to be tested to verify that it met all the new requirements in order to be recertified, the release said.

International Building Code and certain state, provincial and local regulations mandate that only lifts certified to meet ANSI/ALI ALCTV can be installed, the institute says. These certified lifts wear the ALI Gold Label and are listed in ALI's online directory of certified lifts. The directory can be found on the institute's website, www.autolift.org.



Young Engineer of the Year honored

A design engineer with Volvo Construction Equipment in Shipensburg, Pa., has won the 2018 Outstanding Young Engineer Award from the Association of Equipment Manufacturers and SAE International.

Stephen Lanahan received the honor at the recent SAE 2018 Commercial Vehicle Engineering Congress in Rosemont, Ill., said a news release from the AEM.

Lanahan has been with Volvo for five years, starting out with its mechanical engineering team working on soil and asphalt compactors “with an emphasis on hoods and exteriors, designing parts with plastics and sheet metal,” the release noted.

Lanahan earned a bachelor of science degree in mechanical engineering from York College of Pennsylvania. While at York he served an internship at Volvo Construction Equipment, which led to a full-time position at the company.

“I am most inspired by the challenges that lie ahead for the mobility engineering industry,” Lanahan said in the new release. “In the coming years, exciting new design problems which come to light will drive more thinking ‘outside the box’ and the development of unique design solutions to do it safer, faster, and cheaper.”

Mike Pankonin, AEM's senior director of technical and safety services, praised Lanahan for his “solid leadership skills and initiative as well as being actively involved in SAE volunteer programs in local schools.”

The AEM and SAE established the award in 1996 “to recognize an outstanding young engineer in the off-highway or power plant industry,” the release said.



Stephen Lanahan (left) receives his 2018 Young Engineer Award from SAE board of directors



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Continued from cover

preparation. In the fall, he makes sure his company buys good quality diesel exhaust fluid, that heating systems are working and properly maintained, and that air filters are changed regularly.

Check your heaters

“We’ve got to focus on preventative maintenance, with respect to making sure block heaters are working, cooling systems are up to snuff and maintained,” Marwick says. “We make sure that all of our trucks, especially the ones that head to some remote areas in the north, have winter fronts on them to retain any heat under the hood, battery warmers, even belly pans and keeping the oil pan warm in the winter time.”

Redhead Equipment recommends that operators don’t shut truck engines off during extreme cold or in remote areas. It may burn some extra fuel, but it saves in the long run by avoiding the wear and tear from cold starts.

Wendell Cobb, general manager with Accden Fleet of Fort McMurray, Alta., has lived in the area for over a decade and has seen temperatures as low as -42° C in that time. With the potential for temperatures to sink that low again, it’s important to prepare properly.

“We gear our guys up accordingly,” Cobb says. “We give them proper winter gear if they’re going to be out in the cold working and we suit our equipment up to work in those types of temperatures too. They’re all equipped with Espar diesel cooling heaters and things like that so we can pre-heat them in the morning to ensure they start. We try to do everything possible to prevent breakdown and things not starting in the mornings.”

Cold-weather policies

Cobb says the company has developed specific cold work policies and working alone policies for operators to follow. Accden Fleet insists on micro breaks, such as taking five to 10 minutes to warm up after every 15 to 20 minutes working in the cold.

“Early in the year, we have a winter preparation service that we do, which includes going through the entire vehicle and doing all your checks and stuff on your charging and starting systems and draw tests and things like that to prepare ourselves ahead of time as much as possible,” Cobb says. “The more proactive we can be, the less reactive we need to be when it hits.”

Gordon Provencher, CEO of LSM Home Comfort Solutions in Grand Prairie, Alta., says that its employees need to be available to go out in the middle of the night whenever necessary to repair a furnace. Naturally, winter is their busiest time so properly navigating the season is doubly important. So when temperatures drop to around -40° C, LSM employees will run their engines constantly or use block heaters when shutting them down.

“You make sure your fuel is always full,” Provencher says. “Keep your tanks full. Sometimes you’re using fuel conditioner. Make sure everything is running, just basic maintenance, keeping them up and running good.”

Photo courtesy of LSM Home Comfort Solutions



Winter driving is a challenge shared by all vehicles on the road. This LSM service truck suffered a fender bender as a result of icy street conditions.

Sandy Beech, owner of DRS Energy Services in Fort St. John, B.C., says that the biggest winter-related challenge he encounters continues to be idling with tier 4 emission engines.

DEF pains persist

“They inject DEF into the particulate filter and that’s what cleans the exhaust,” says Beech, who is president of the Northern Truckers Association and a director with the B.C. Trucking Association. “You have to be doing a certain speed to do that. So when they’re sitting idling on a location doing work, the particulate filters plug up and they de-rate themselves. It’s a real pain.”

Beech says the problem has cost thousands of dollars in repair costs and lost productivity. With the issue being so common, repair servicing can be backed up for weeks. That poses a significant problem for a larger operation, but is potentially crippling for a smaller one that might not have back ups. Unfortunately, engine manufacturers have not provided a solution, Beech says.

“Because we’re such a small market that they aren’t interested is how I understand it,” Beech says. “They couldn’t care less. We’re like one percent of all truck sales.”

Winter presents challenges to all drivers. Service truck operators aren’t immune, notes Chris Stinson, owner of Michigan Construction and Remodeling LLC.

“Come winter time, when you’re pulling a trailer, not only do you have to worry about your truck that you’re driving in, you’ve got to worry about the carload that you’re pulling and giving yourself enough room to stop,” says Stinson, who has a truck he uses for service calls. “I just tend to stay a little bit more cautious. Just because the speed limit is 50 doesn’t mean that I’m going 50.”

It’s also important to remember that, no matter how much a given job needs to get done, sometime conditions are just too dangerous. In such circumstances, the job simply has to wait.

“I’ve been there,” Stinson says. “I’ve had to put things on hold because of the weather. If we’re in a state of emergency, it’s not worth it.”

Matt Jones is a freelance writer from Fredericton, N.B.



“We’ve got to focus on preventative maintenance, with respect to making sure block heaters are working, cooling systems are up to snuff and maintained. We make sure that all of our trucks, especially the ones that head to some remote areas in the north, have winter fronts on them to retain any heat under the hood, battery warmers, even belly pans and keeping the oil pan warm in the winter time.”
— **Morley Marwick, corporate service manager, Redhead Equipment**

Photo courtesy of Redhead Equipment



Redhead Equipment’s service trucks encounter a spectrum of weather conditions, trudging through mud in the summer and navigating ice and snow in the winter.

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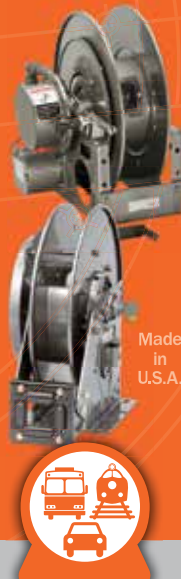
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NEWS

Hours of service rules exemption suggested for service truck drivers

KEITH NORBURY

Service trucks should be exempt from federal hours of service regulations for commercial vehicle drivers, says the Associated Equipment Distributors.

The AED, representing 460 distributors of construction equipment and related services and supplies, wrote to the U.S. Department of Transportation's Federal Motor Carrier Safety Administration on Oct. 10 to suggest a "service truck exemption." The AED letter, from vice-president of government affairs Daniel B. Fisher, was in response to an FMCSA call for "public comment on revising four specific areas" of the current regulations limiting the operating hours of commercial truck drivers.

"Given that operating a commercial motor vehicle is incidental to a service technician's primary job responsibilities and they do not face the same demands or fatigue concerns as long-haul truck drivers, AED asserts that a blanket exemption from the HOS regulations for equipment service trucks is the most efficient and safest approach," said a news release from the AED.

In his letter to the FMCSA, Fisher specifically called for an exemption "from the driver hours of service requirements in 49 CFR Part 395" of the regulations. Such

an exemption would place service trucks "on the same regulatory footing" as utility service vehicle drivers and drivers transporting agricultural commodities.

"This is the simplest and most straightforward approach to dealing with these short-haul, professional technicians to ensure their work is not jeopardized due to lack of hours," Fisher wrote.

Four areas being considered

According to the Federal Motor Carrier Safety Administration, the four specific areas being considered for revision are as follows:

- expanding the current 100 air-mile "short-haul" exemption from 12 hours on-duty to 14 hours on-duty, in order to be consistent with the rules for long-haul truck drivers;
- extending the current 14-hour on-duty limitation by up to two hours when a truck driver encounters adverse driving conditions;
- revising the current mandatory 30-minute break for truck drivers after eight hours of continuous driving; and
- reinstating the option for splitting up the required 10-hour off-duty rest break for drivers operating trucks that are equipped



Spencer Nicol of Hino Trucks takes the wheel of a Hino 33 chassis equipped with a Knapheide service body on display at the 2018 Work Truck Show in Indianapolis.

File photo by Keith Norbury



Most of the time, a service truck, like Randy Bostic's "Blue Collar," is working on a job and not being driven.

Associated Equipment Distributors responds to call for comment on proposed regulatory changes

"These field service technicians are highly skilled and trained technicians who typically drive less than 150 miles per day. Eighty percent or more of their duty time is on non-driving activities involving repairing and maintaining heavy equipment and related administrative duties."

— Daniel B. Fisher, vice-president of government affairs, Associated Equipment Distributors

has reached nearly 99 percent across the trucking industry, it has also brought focus to HOS regulations, especially with regard to certain regulations having a significant impact on agriculture and other sectors of trucking," the FMCSA posting said.

In his letter to the FMCSA, the AED's Fisher noted that his organization's members represent companies that manufacture, rent, sell, and service farming, construction, forestry, mining, energy, and industrial equipment.

"AED member companies operate fleets of service vehicles driven by field service technicians who maintain and repair heavy equipment at jobsites," he wrote.

While some of their service vehicles have gross vehicle weights of 10,000 to 26,000 pounds, many others exceed 26,000 GVW. As a result, all the technicians/drivers are subject to the HOS regulations.

"These field service technicians are highly skilled and trained technicians who typically drive less than 150 miles per day," Fisher explained. "Eighty percent or more of their duty time is on non-driving activities involving repairing and maintaining heavy equipment and related administrative duties."

Fisher argued that these drivers don't face the same fatigue demands as long-haul truckers. For service truck driver/technicians, operating a commercial vehicle is incidental to their primary job.

"Although the drivers may work long hours, they are servicing equipment used on projects and job sites within a local area," Fisher wrote.

Among his other arguments are that the seasonal nature of industries utilizing heavy equipment often requires technicians to work long hours to meet seasonal demand; and that there is a "significant shortage" of technicians.

"The 14-hour daily driving limit presents a particular hardship for these companies during the construction season," Fisher wrote. "AED field technicians, much like utility service vehicle drivers, spend long days repairing and maintaining heavy equipment and related duties, but often run out of hours and are unable to drive themselves back to the work-reporting location, to their home or to a motel for suitable rest."



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Crane operator certification November deadline looming

Continued from cover

Photo courtesy of NCCCO

a phone interview in mid October, less than a month before the deadline.

"I'll only say they've been pretty confident before and they haven't managed to meet the deadline," Brent added.

In fact, the day before the previous deadline of Nov. 10, 2017, OSHA published a notice on the Federal Register that confirmed a long-anticipated extension.

The operator certification requirement was included in an update to OSHA standard for cranes and derricks in construction — called 29 CFR Part 1926 — published in 2010. Most of the provisions went into effect soon after, Brent said.

However, implementation of the crane certification provisions were initially delayed until November 2014. That received a three-year extension until November 2017, and then the most recent one-year extension due to expire Nov. 10, 2018. But that's a Saturday. So realistically the deadline would be Monday, Nov. 12, Brent said.

Some exclusions apply

The proposed rule changes excludes cranes of 2,000 pounds capacity or less. "This standard applies to power-operated equipment, when used in construction, that can hoist, lower and horizontally move a suspended load," the proposed regulations say. They specifically include "service/mechanic trucks with a hoisting device" but also exclude a "mechanic's truck with a hoisting device when used in activities related to equipment maintenance and repair."

Since service trucks are used primarily for repairing and maintaining equipment, the certification requirement usually doesn't apply. However, Brent outlined a scenario where a service truck operator goes to a jobsite expecting to work on an engine and someone else on the site notices the crane and asks the operator to lift some pipe.

"Of course the guy is going to do that," Brent said. "And that's construction. So as an employer you want to be completely covered 100 percent of the time. And the way to do that is to have them certified."

Another grey area is that service truck cranes are also used to hoist propane tanks. The wrinkle is that when a crane merely swaps an empty tank with a full one, that's considered maintenance. But when a crane installs a propane tank for the first time, that's regarded as construction.

Propane group seeks exemption

The National Propane Gas Association has called for OSHA to exempt truck-mounted crane delivering propane tanks from the regulations and asked for it to delay the Nov. 10, 2018 deadline. "This certification will cost the industry an estimated \$151 million every five years," said a posting on the association website.

The association even threatened to press the case to President Trump. "With the compliance deadline coming up in November, let's tell The White House how much this rule impacts our industry so they will intervene with OSHA on our industry's behalf."

The NCCCO, in a July 5, 2018 letter to Loren Sweatt, the deputy assistant secretary of labor at OSHA, said it would "reluctantly

support" another six month extension to the rule-making process. "We said, frankly, no because it's taken us so long to get here that we think six months is probably not going to make a whole lot of difference," Brent said.

He added that the delay "absolutely has maintained the risk because certification is a risk mitigator." What's driving the call for certification is the marketplace, he said, noting that 16 states already have their own crane operator certification requirements and that many job postings for crane operators require certifications.

"So if you're a crane operator it's in your own interest frankly to get certified," Brent said.

The new rule will cover states and territories lacking crane certification requirements and create a "federal floor" that state regulations must meet at a minimum.

1,000 service truck certifications

About five years ago, the service truck industry formed a committee of manufacturers, dealers, users, trainers and others to work with the NCCCO to develop a certification for service truck crane operators. In its first year, the service truck program only certified about 75 operators. But the program has picked up steam and at last count had certified about 1,000 service truck operators, Brent said.

(Another certification body, Crane Institute Certification, has also launched a certification program for service truck crane operators.)

Since the last deadline extension on the regulations, OSHA has proposed removing a provision that required different levels of certification based on lifting capacity, although testing agencies can still do so. That's a move the NCCCO supports.

OSHA also considered but declined to include an exemption for operators of cranes in the 5,000 to 35,000 pound capacity range. The NCCCO supports that move as well.

"What they said was the same risks are present regardless of the capacity," Brent said, although he was at a loss to explain why that proposal didn't also cover cranes from 2,000 to 5,000 pounds capacity.

One area where the NCCCO disagrees with OSHA is a proposal that trainers not be required to be certified operators.

In its response, the NCCCO said that "while certification may not be an appropriate 'sole' criterion or a sufficient indication of competence as a trainer, it should be regarded as an appropriately necessary condition of establishing such competence and ensuring a 'baseline' of knowledge and skills."

Numbers hard to estimate

Brent said the NCCCO has currently certified about 100,000 crane operators, which he "conservatively" estimated is 80 percent of all the certified operators. But how many others are still to be certified, "frankly, nobody knows," he said.

"We won't really know before the whole thing shakes out," he added. "It's obviously more than 100,000. Is it 200,000? Probably not actually. We've been doing this for 23



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

years and we've been talking about it now as a federal rule for at least 15. We've had deadlines come and go but these deadlines have had the effect of focusing people's attention and getting trained and certified. So we've had spurts along the way. I've got to think, though, we're only half way there."

The rules themselves might even lead to companies having fewer crane operators because firms might decide to reduce the cost of certification and only assign

specific people to operate the cranes and assign others who formerly did some crane operating to other duties. Indeed, he cited the example of an unnamed petrochemical company that he recalled doing just that.

"That's why it's completely impossible to estimate because as soon as you can get an accurate number right this minute, they will change or probably reduce as a result of the mandatory requirement coming in," Brent said.



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COVER

The skinny on lube skids *continued from cover*

match components that can be quickly and easily modified to suit the customer's needs.

Tom Wibben, Maintainer's director of sales and service, says the idea was to reduce the amount of time-consuming custom work that often goes into designing lube skids to individual specs by providing as many options and configurations as possible on the sales room floor.

"We revamped our lube skid line to provide a product that is a little more multi-model friendly," Wibben says. "There's one basic skid in eight configurations that can be easily modified with interchangeable bolt-on options. We were looking to shorten the forward time for modification."

Since introducing the products earlier this year, Sheldon, Iowa-based Maintainer's lube skid sales have increased 125 percent, Wibben says.

"The interest has been a little greater than expected."

Industry-wide sales spike

Maintainer isn't alone in seeing a sharp upturn in lube skids sales — it's an industry-wide trend that companies like Taylor Pump & Lift, Southwest Products, and American Eagle Accessories Group are also noticing.

The growing need for flexibility in the service truck industry may be part of the reason.

Jeff Taylor Jr., vice-president of Taylor Pump & Lift says there's an overall industry trend toward portable lube skids.

"We were actually one of the first to get into lube skids, and I think other companies seeing the boat that has been missed over the past few years," says Taylor, whose company is headquartered in Concord, N.C.

"We're a lube equipment, lube truck, and lube trailer manufacturer. That's all we do," Taylor adds.

Over the last decade or so the evolving service truck industry has placed new demands on operators big and small, he says, citing higher environmental standards on the transport and disposal of toxic materials and new equipment with more rigorous servicing requirements.

"The days of carrying five-gallon buckets of fluid around in the back of a truck are gone," Taylor says. "There are EPA requirements about oil spills, so many different pieces of equipment to service now, and the manufacturers are asking them to do a little bit more than they used to."

Surprise, Ariz.-based Southwest Products has also adjusted to the industry trend toward high-quality, portable

Photo courtesy of Maintainer Corporation of Iowa Inc.



Maintainer crane on a new JJ model mechanics truck lifts a lube skid.



New lube skid from Southwest Products can be custom-tailored, company says.

lube skids, offering a basic model that can be "customized to fit your exact needs," says Brad Bjerke, vice-president of the vehicle division at Southwest Products.

"We don't so much make the parts interchangeable, we custom-build the tanks. It can be three product tanks or a single tank with three dividers, depending on what the customer wants," Bjerke says.

Southwest's basic lube skid is 46 inches wide, 72.5 inches long, and 56 inches high, with three 50-gallon new oil tanks, one 55-gallon tank, all of which are fuel, oil, and DEF fluid compliant. Along with industry standard features like lift rings, forklift slots and retractable hose reels,



"We revamped our lube skid line to provide a product that is a little more multi-model friendly. There's one basic skid in eight configurations that can be easily modified with interchangeable bolt-on

options. We were looking to shorten the forward time for modification."

**— Tom Wibben, director of sales and service,
Maintainer Corporation of Iowa Inc.**

Southwest offers a 10:1 air pump with double the pressure of the usual 5:1 version.

Bjerke estimates Southwest's lube skid sales have increased by about 50 percent this year, as more service companies realize that lube skids and lube trailers can do the work of a dedicated truck at a fraction of the cost.

"People are recognizing the increased flexibility they have over a dedicated truck and that they can increase their availability with a small addition cost-wise," Bjerke says.

Configurations made easier

American Eagle Accessories, under its LubeMate line of products, offers four different ready-made, lube skids, says Jason Vertin, assistant product manager with American Eagle. The basic V90M model only has one 45-gallon new oil tank and a 45-gallon discharge, but one of the smallest footprints on the market at 42 inches wide, 30 inches deep and 47 inches high. At the other end of the scale the deluxe V250M has four 50-gallon new oil tanks and a 100-gallon salvage oil tank yet remains relatively compact at 47-1/2 inches wide, 60 inches deep, and 52 inches high.

Graco pumps for new oil are available in 3:1 or 5:1, with Graco 1050 diaphragm pump for used oil, 50 feet by half-inch oil reels and 35 feet by three-quarter inch salvage reels.

LubeMate also makes permanent-mount lube skids that "allow you to turn any service truck into a lube truck, with added convenience and flexibility."

Maintainer's new skids make it easier for operators to configure the skids according to the products they need to carry — whether it's brake fluid, transmission fluid, engine oil, anti-freeze or diesel exhaust fluid — without having to make permanent modifications.

The eight ready-made lube skid models have the same footprint — 42 x 75.5 inches at the base and range in height from 49 to 55 inches high. The addition of an optional grease kit lengthens the base to 93.5 inches, still small enough to fit the bed of most pickup trucks. Every skid has forklift pockets and four heavy-duty tie-down rings for hoisting and stability during transport.

Maintainer's skids are made of sheet metal and structural tubing for maximum strength and minimum weight and typically have a standard set up of three fluid tanks and a waste tank. Other features — 5:1 air pumps, half-inch by 50-foot spring rewind hose reels and one-inch environmental waste oil hose and a metered nozzle option are standard for most models on the market.

In September, *Equipment Today*, a publication aimed at commercial construction contractors, named Maintainer's lube skid line one of the Top 50 new construction products of 2018, based on web page views of new products featured in the magazine.

Less investment required

Portable skids allow companies to deliver full-scale lube service without the huge investment of a dedicated lube truck. That's especially attractive to smaller outfits and one-man operations, Taylor says.

"We do a lot in the start-up industry too. We'll help them design a reasonably priced skid to get them started."

Taylor Pump & Lift has four off-the-shelf lube skids available. The standard version comes with either two or



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"The days of carrying five-gallon buckets of fluid around in the back of a truck are gone. There are EPA requirements about oil spills, so many different pieces of equipment to service now, and the manufacturers are asking them to do a little bit more than they used to."

**— Jeff Taylor Jr., vice-president,
Taylor Pump & Lift**

three 50-gallon new oil tanks and a 60-gallon used oil tank. Taylor's "Mechanics Body" lube skid features three 50-gallon new oils, one 50-gallon antifreeze, one 120-pound grease, and a 100-gallon waste.

The deluxe mechanic's model features all of the above plus a 14-horsepower gasoline compressor and air reel, for use when the service truck's compressor isn't available, an add-on offered by most companies.

Taylor's sales are up about 30 percent so far this year. But when it comes to lube skids, there's no-size-fits-all solution and even the off-the-shelf products often need to be modified in some way.

"About 90 percent of what we do is customized," Taylor says, noting that the company also makes ready-to-roll custom-made lube trailers that eliminate the need to load and unload a portable lube skid.

In the past few years, lube skids have gone from an optional accessory to standard fare for machinery dealers, construction companies, retail firms, municipalities and anyone else with a fleet of heavy equipment to maintain.

Wibben says that's partly the result of stricter servicing requirements from manufacturers that have increased the overall amount of service work that needs to be done.

"New machinery needs a little more love and attention so the preventative maintenance has to be done regularly,"



Robb Hayes, general manager, and sales rep Shane Erickson, promote LubeMate and FuelMate skid packages of the American Eagles Accessories Group at the 2016 Work Truck Show in Indianapolis.

Wibben says. "That's why we added standard oil filtration - the new machines are so sensitive it just had to be there."

Added efficiency covers costs

Small operators are discovering that the added efficiency of a line skid or lube trailer more than makes up for the initial investment over time, especially considering the added hassle and cost dealing with spills, says Jason Vertin of American Eagle, a division of Stellar Industries Inc. of Garner, Iowa.

"Companies are getting smarter and they're trying to be more efficient and they're trying to be safer," Vertin says. "Adding a lube system to your service truck really eliminates some of the safety issues it also helps you be more efficient on the job site."

Having an up-to-date lube service set-up also helps companies look more professional when they're in the field, Vertin adds.

"A lot of them, especially the big equipment people, they really do care what things look like," Vertin says. "They



One of Maintainer's new lube skids is displayed at the 2018 Work Truck Show in Indianapolis.

want their truck to look good on the road because it's advertising for them as well."

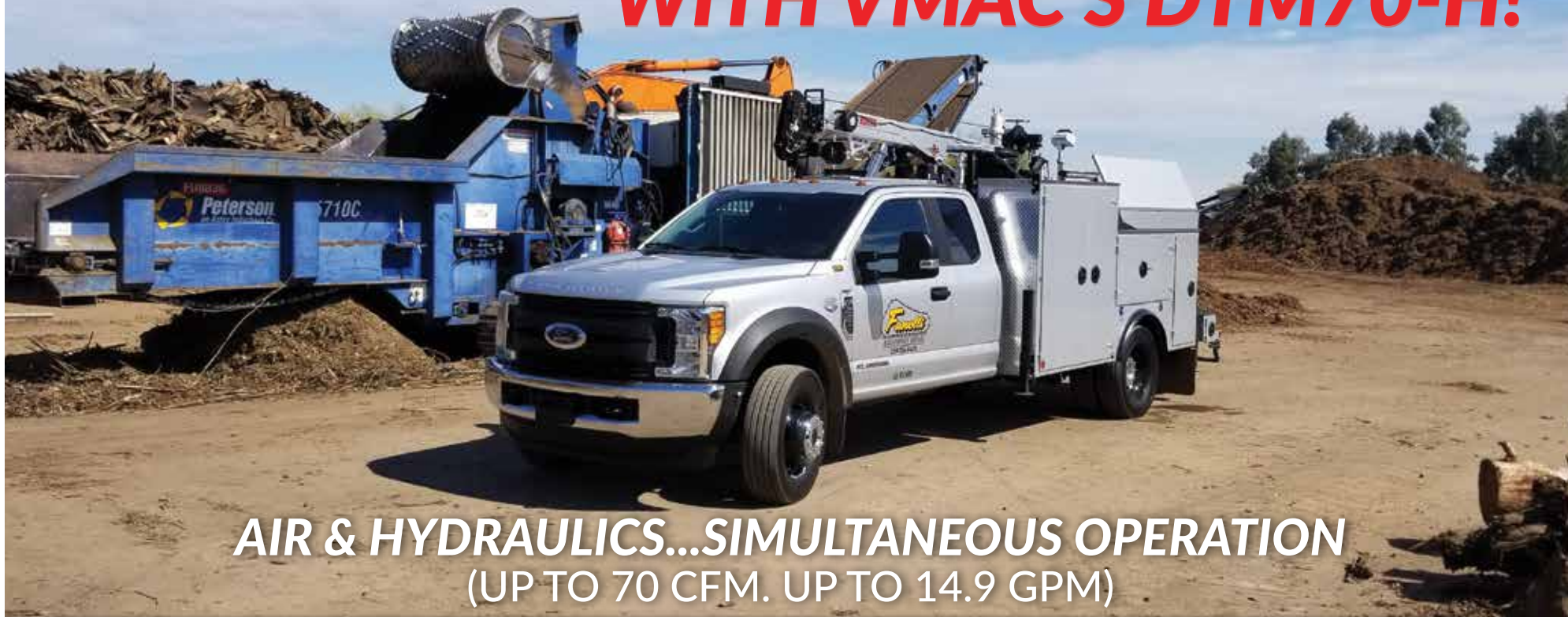
Sales of American Eagle's lube skid line are up about 25 percent in the past two years, but Vertin says there's almost always custom work to be done, even with off-the-shelf products.

"It about the size of the skid and size of the tanks, how many products you want to carry, how much you want to carry, whether it's mounted or mobile. It all depends on the customer's needs," he says. "We do so much different custom stuff it's hard to say what 'new' really means."

Brennan Clarke is a freelance writer based in Victoria, B.C.



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BY DAN ANDERSON

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Erecting cellphone towers requires special tools, special skills and a special service truck

Steve Beeler's previous service truck had a problem with its accelerator pedal. It was always pressed against the floor.

"We pull a trailer with a backhoe or uni-loader on it, and our old truck just didn't have enough power," says the 46-year-old field supervisor for McGilton Construction Company, a cellular phone tower erection contractor based in Kansas City, Mo. "Our new truck doesn't have that problem."

His new service truck is a 2017 Kenworth 880 equipped with a 484-horsepower Cummins X-15 engine in front of an Eaton 18-speed automatic transmission. A 14-foot, six-inch Summit service body carries tools and supplies necessary for Beeler and his crew to erect cell towers across Missouri, Kansas, and nearby states. Beeler oversees all aspects of tower construction but focuses mostly on foundations, footings and "ground work" related to electrically grounding the towers along with associated buildings and security fences.

"On a tower, we have to install a ground ring all the way around the base of the tower, buried three feet deep, with a grounding rod every 10 feet," says Beeler. "We also have to run a ground ring with grounding rods all the way around the building at the base of the tower. And we have to ground the fence posts and fencing for the security fence. Everything inside a tower site has to be grounded."

Lightning is an obvious concern that requires such extensive grounding, but Beeler says static electricity is a more common problem.

"The wind blowing through the fencing and the tower itself creates static electricity that can mess with the equipment," he says. "There are other things we have to deal with, too, like ice. The pre-fab buildings that we put at the bottom of cell towers have six-inch thick fiber-mesh roofs to deal with chunks of ice falling off the towers in winter. And we install ice bridges over the coaxial cables that run between the bottom of the tower and the building to protect those cables from falling ice, too."

Since many of the towers are in rural areas, Beeler's service truck needs to be rugged enough to handle off-road duty as well as big enough to hold adequate supplies and tools. A 20,000-pound front axle and oversize tires carry the weight of an assortment of concrete working tools necessary to dig, reinforce, pour and finish footings that have been as much as 12 feet in diameter and 35 feet deep, depending on soil conditions.

Various compartments in the service body hold concrete vibrators, grade rods, hammer drills, and a full assortment of Milwaukee M-18 Fuel battery-powered tools. Special tools include grounding testers that allow Beeler to check the

electrical resistance of various soils for up to 100 feet horizontally, as well as an assortment of special Cadweld molds used to splice large-diameter copper cables.

"You put the cables in the molds, pour in the special powder, then light it to melt and fuse everything together," he says. "We've got a portable welder we can slide in the back (of the service body) if we need it, but normally we don't need a welder or (acetylene) torch on most jobs."

"The wind blowing through the fencing and the tower itself creates static electricity that can mess with the equipment. There are other things we have to deal with, too, like ice.

— Steve Beeler, field supervisor, McGilton Construction Company

A Honda gas-powered electric generator is mounted on the front-right side of the Summit service body. Storage boxes containing spools of wire also ride atop the compartments, underneath a ladder rack custom-built by Summit to hold rebar and other over-length supplies.

A wide bed was a critical criterion when Beeler specced his truck.

"We needed room for sheets of plywood and pallets and all the stuff we have to throw in the back," he says. "There's also a 100-gallon diesel fuel tank in the front of the bed, connected to a hose reel in the center-right compartment, so we can fuel our backhoe and other equipment."

Security is an issue for road warriors like Beeler. Along with a full array of locking drawers and compartments built into the Summit service body, he chose a Viper alarm system linked to his smart phone. The Viper alarm system offers not only security on road trips, but provides unexpected creature comforts.

"I didn't know it at the time, but the Viper system came with a remote starter," he explains. "I've grown real fond of that remote starter on cold mornings."

Photos by Sondra Kirby/Summit Truck Bodies



Steve Beeler, a field supervisor for McGilton Construction Company, uses his new service truck to erect cell towers across Missouri, Kansas, and nearby states.



Honda gas-powered electric generator is mounted on the front-right side of the service body. Box stores spools of wire.



Compartment contains hard hats, boots, and other work gear.

A padlock secures a sliding latch for each door.



Compartment has space for specialized tools.



Diesel fuel tank and hose enables refueling of backhoes and other equipment.



Truck carries an assortment of Milwaukee M-18 Fuel battery-powered tools.

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

Tell us about your truck

We're always looking for service/mechanic truck owners, operators and mechanics to tell us about their vehicles and how they use them.

If you'd like your truck featured in a future Spec My Truck column, send an email to editor@servicetruckmagazine.com, with the subject line, "Spec My Truck." Just tell us a little bit about the truck. And include a phone number and the best time to reach you.

Beeler's 2017 Kenworth 880 is equipped with a 484-horsepower Cummins X-15 engine and an Eaton 18-speed automatic transmission.



Locking drawers keep small tools well organized and secure.



Bed is wide enough for sheets of plywood.



Sledge hammers, pick-axe, and shovels occupy one side of the truck's wide bed.



Trays containing nuts and bolts are clearly marked.



Compartment has a special drawer just for batteries.



A 14-foot, six-inch Summit service body carries tools and supplies needed for cell tower work.



CTEA CONFERENCE

Photos by Saul Chernos

Brave new world foreshadowed

Trucks steer modern course at CTEA manufacturers meet-up

SAUL CHERNOS

When Andrew Phillips, manager of automated and connected vehicle safety programs with Transport Canada, stepped up to the podium at the Canadian Transportation Equipment Association's annual manufacturers' technical conference in Toronto in October, it was clear attendees were in for a taste of the future.

"Whether or not these vehicles will be able to provide services in the next couple of years in Canada in winter conditions, we'll see, but they're on their way," Phillips said.

There's been considerable testing in warm weather climates, including Arizona, where a pedestrian was struck and killed earlier this year. Transport Canada, Canada's counterpart to the U.S. Department of Transportation, is also conducting research, with tests been done under relatively controlled conditions in Alberta, Ontario, and Quebec.

Driverless vehicles scaled

Defining automated vehicles as those equipped with sensors and other analytics to fulfill some driving tasks, and connected vehicles as using wireless systems to communicate information such as road conditions, Phillips said Transport Canada is looking at issues such as safety standards, cyber-security, and data privacy.

Phillips classified vehicles on a scale from zero to five in terms of the degree of autonomy provided. At the base level, humans are responsible for all driving tasks, while level 5 would be a truly autonomous, hands-off experience — regardless of driving conditions.

Mid-range autonomous features include automatic emergency braking, lane-keeping assistance, and adaptive cruise control. Phillips cited improved traffic flow, reduced collision risk, and increased choices for individual mobility as among potential benefits.

"The sad reality is that about 1,900 people die annually in Canada in road collisions, and we know from U.S. research that up to 94 percent of those are caused primarily by human error, so hopefully in time automated vehicles can help to reduce that number considerably."

Autonomous vehicles offer a particularly stark lens into the future of driving, but CTEA conference-goers also pondered changes already in progress.

Emissions update

Viliam Glazduri and Joséphine Davidson from Environment and Climate Change Canada addressed recently updated greenhouse gas emissions regulations for on-road heavy-duty vehicles, engines and

trailers. These take effect starting with the 2021 model year and for trailers hauled by on-road transport tractors where manufacturing is completed starting in 2020.

Most of Canada's Phase 2 regulations align with the U.S. Phase 2 standards introduced last year, with some accommodations for tractor-trailers in certain weight categories.

Roughly one quarter of Canada's 2016 GHG emissions came from transportation, with nine percent of overall emissions from on-road heavy-duty vehicles, Glazduri and Davidson said, outlining a National Emissions Mark governing compliance.

Also on the agenda was the recently revised North American Free Trade Agreement. Former Conservative Party of Canada leader Rona Ambrose delivered a keynote address and an industry panel discussed prospects for final passage of the new United States-Mexico-Canada Agreement, a.k.a. USMCA, and ongoing questions about the imposition of tariffs on steel and aluminum by both the U.S. and Canada.

More innovations addressed

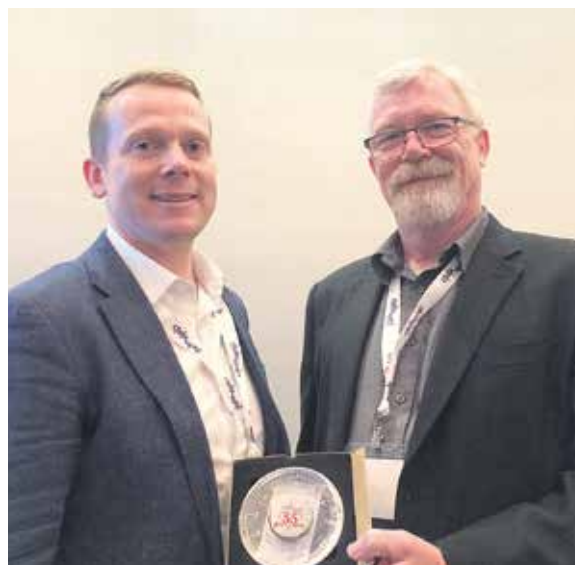
At an opening "town-hall" session, Joe Lynch of the Ontario Ministry of Transportation talked about Ontario Highway Traffic Act changes to rules governing axles and other trailer components under the province's Safe, Productive and Infrastructure-Friendly (SPIF) vehicles program.

Eric Jessome, a transportation safety officer with Transport Canada, spoke about Bill S-2, enacted in March 2018 to amend the Motor Vehicle Safety Act and strengthen enforcement and compliance.

Other sessions addressed innovations in trailers, as well as electronic stability control technology designed to detect and reduce loss of traction and help prevent skidding. Isuzu, Western Star, Kenworth, Navistar, Hino and Peterbilt presented OEM chassis updates, and Cie-Tech, Fleetspec, Ancra Cargo, Genius Solutions, Wheel Monitor, Axalta Coating Systems, Truck-Lite, Ecco and Bridgestone outlined their latest products.

With the CTEA conference happening just as *Service Truck Magazine* was going to press, we'll report on the highlights in greater depth in our next issue.

Saul Chernos is a freelance writer based in Toronto.



Don Moore (right), the Canadian Transportation Equipment Association's director of government and industry relations, thanks Transport Canada's Andrew Phillips after his presentation at the annual CTEA conference in Toronto.



Rona Ambrose (center), former leader of the Conservative Party of Canada, addressed North American free trade in a keynote address.

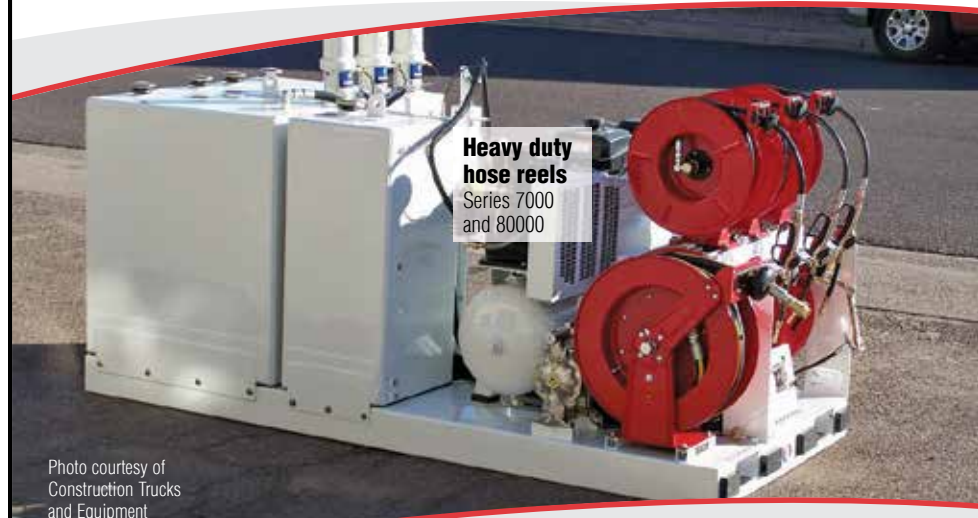
"The sad reality is that about 1,900 people die annually in Canada in road collisions, and we know from U.S. research that up to 94 percent of those are caused primarily by human error, so hopefully in time automated vehicles can help to reduce that number considerably."

— Andrew Phillips, manager of automated and connected vehicle safety programs, Transport Canada



Wendy Wagner (center), a lawyer with Gowling WLG specializing in international trade, participated in a panel discussion on North American free trade.

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SAFETY

Truckers wake up to sleep apnea threat

University of Toronto researchers seek 1,000 volunteers for truck driver sleep apnea study

SAUL CERNOS

Dean Garvelink was shocked when he learned he'd stopped breathing 17 times during just a single night's sleep.

The over-the-road truck driver from Myrtle Beach, S.C., wondered why he was tired during the day. When overnight monitoring diagnosed obstructive sleep apnea, Garvelink wondered if it might affect his cardiovascular health and his



"More than one in 10 people have sleep apnea but only about 15 percent of the people who have it have actually been diagnosed."

— Dr. Geoff Fernie, senior research scientist, Toronto Rehabilitation Institute

ability to run long-haul.

Sleep apnea is a medical condition that occurs when breathing stops for a moment or two during the night. Dr. Geoff Fernie, a senior research scientist with the Toronto Rehabilitation Institute, says someone whose breathing pauses for more than 10 seconds can be diagnosed as having an apneic event.

Obstructive version most prevalent

Roughly 90 percent of sleep apnea cases are classified as obstructive sleep apnea, where a person's tongue falls to the back of the throat, blocking the passage of air.

"If you do this more than about 10 times an hour it's quite probable you have sleep apnea," Fernie said.

While obstructive sleep apnea is the major concern with truck drivers, Fernie points out another variation — central sleep apnea — occurs in the remaining 10 percent of cases when the brain and nervous system fail to instruct the person to breathe.

With obstructive sleep apnea, the person often awakens and, like Garvelink, doesn't immediately correlate this with drowsiness the following day. One concern is that when the air flow is interrupted even briefly the heart increases its output in order to continue delivering oxygen to the brain. This increases blood pressure, which strains the heart and blood vessels, possibly eventually inducing a heart attack, stroke or hypertension.

Garvelink says his father and grandfather both died of congestive heart failure, so cardiovascular issues were top-of-mind when he was diagnosed. But he also considered the responsibility that comes with his job. Whether driving long-haul across the country or covering a local or regional base for repair work, truck drivers put in long hours. It's not uncommon for even the healthiest to nod off even if for just the blink of an eye.

While Garvelink worried sleep apnea might put him at undue risk while driving, his employer, Schneider National Inc., had his back. The Green Bay, Wisc.-based provider of transportation and logistics services reassured him it wants its drivers to be safe and stands behind drivers who use Continuous Positive Airway Pressure (CPAP) devices, which have helped many people with sleep apnea get a good night's rest.

Company screens drivers

With Schneider's support, Garvelink met with a clinician who diagnosed obstructive sleep apnea and explained how a CPAP device works: The patient wears a nasal mask when sleeping, and an air pump supplies a continuous flow of air into the nasal passages.

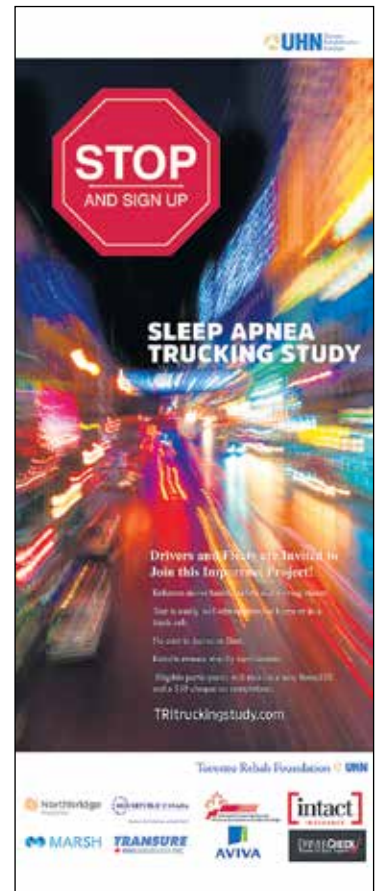
Garvelink found the device cumbersome for the first week but quickly got used to it. "Now, eight months later, I don't even realize that it's on at night," he said.

Garvelink also embraced a healthy lifestyle to reduce his cardiovascular risks. "I used to work out and run every day, but family responsibilities and life came first and my health was put on the back burner," he said. "Over the years, I gained weight. I am hoping that by returning to exercise — and as I lose weight — that my sleeping will improve."

Refreshed and energetic, Garvelink says his employer's support and the CPAP device "changed my life for the better." But he's not alone. Schneider implemented its sleep apnea program in 2006, recognizing commercial drivers sometimes exhibit risk factors and even miss work for reasons associated with sleep apnea.

Tom DiSalvi, Schneider's vice-president of safety and loss prevention, says the company had several hundred of its drivers screened as part of a pilot project. "We then followed these drivers and monitored things like accident rates, medical costs and retention compared to a control group and saw positive improvements in all areas," DiSalvi said.

Following the pilot, Schneider launched a full-fleet program where, upon completion of initial training, every new



University of Toronto researchers seek volunteers for sleep apnea trucking study.



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SAFETY

company driver takes a proprietary survey designed and executed by a third-party vendor to determine if they might be at risk of obstructive sleep apnea. If so, a sleep study is then conducted.

In a 2016, study, researchers at the University of Minnesota at Morris documented the accident reduction Schneider saw as a result of its program: www.ncbi.nlm.nih.gov/pmc/articles/PMC4835318.

Sleep deprivation deadly

Schneider doesn't require drivers within its service truck group to complete the survey but will conduct it for any service truck operator acknowledging fatigue or wanting to participate. "Any associate, driver, service truck operator, office or shop associate on our company medical plan will have zero out-of-pocket costs related to the testing and treatment of obstructive sleep apnea, since our OSA program is considered preventative," DiSalvi said.

Sleep deprivation, whether attributed to a medical condition or long work hours, is a major concern throughout the industry. Attendees at Truck World in Toronto in April 2018 heard about a transport trailer driver on the return leg of a trip from Ontario to southern Ohio who fell asleep at the wheel, crossed the median and struck an oncoming car, killing its lone occupant.

"The driver of that transport truck was up 36 hours straight," Const. Pat Martin of Halton Regional Police Service Martin told show attendees. "We determined he'd been all the way down to Ohio and had come all the way back up. It took a couple of years to convict him of criminal negligence, and he received seven years in custody."

Completing such a lengthy trip in one go may have led to that particular mishap, but Geoff Fernie is part of a team in Canada looking at how sleep apnea affects long-haul drivers.

"More than one in 10 people have sleep apnea but only about 15 percent of the people who have it have actually been diagnosed," said Fernie, who specializes in illness and accident prevention. He points out that sleep apnea increases the odds of any motorist having a vehicle accident by roughly two or three times, and up to five times for truck drivers.

It's a question of enjoying driving a truck rather than fighting it and falling asleep."

— Dean Garvelink, truck driver, Myrtle Beach, S.C.



Truck driver Dean Garvelink worried sleep apnea might put him at undue risk while driving but his employer, Schneider National Inc., had his back.

Photo courtesy of Schneider National Inc.

ences with U.S. data, and better understand causes and effects.

While Garvelink is comfortable with his CPAP device, his renewed commitment to exercise and healthy living stands to be a game-changer.

Fernie, meanwhile, recommends compression socks for anyone who spends a lot of time sitting. But he also advocates lifestyle adjustments. "It's not good enough to just get up and get into the back of the cabin and lie down," he said.

"Any associate, driver, service truck operator, office or shop associate on our company medical plan will have zero out-of-pocket costs related to the testing and treatment of obstructive sleep apnea, since our OSA program is considered preventative."

— Tom DiSalvi, vice-president of safety and loss prevention, Schneider National

Study seeks participants

The study Fernie is working on is based out of the University Health Network, affiliated with the University of Toronto Faculty of Medicine, and is looking to offer a Canadian counterpart to research already done in the U.S. Study leaders are seeking 1,000 volunteers willing to sleep for one night wearing a small frame that holds a microphone and digital recording equipment that captures data such as head movements and pauses in breathing.

Volunteers can wear the device wherever they sleep — even in their cab — and mail in a small computerized card afterwards. Researchers will then let them know if they should get a full, proper diagnosis. Fernie says individual driver results will remain confidential and won't be shared with employers, insurers or other parties. The point, he explains, is to come up with Canadian data, determine if there are any differ-

"You need to walk around. Research has shown that when you sit for long times you get swelling in your feet, ankles and legs. Then, when you lie down at night, that swelling moves up your body — you can see the swelling moving up to the neck. That actually increases sleep apnea."

Proper diagnosis and treatment are not just about preventing mishaps, Fernie says. "It's also about helping truck drivers have happier lives," he said. "It's a question of enjoying driving a truck rather than fighting it and falling asleep."



Nasal masks helps sleep apnea patients get good night's sleep.

Saul Chernos is a freelance writer based in Toronto.



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INTERNATIONAL NEWS

Closing the skills gap

Consultant notes three keys to filling skilled positions

Editor's note: The following is a lightly edited version of article submitted by the Association of Equipment Manufacturers.

In the U.S., and globally, skilled jobs are the hardest to fill, according to Manpower Group.

That's no surprise to construction companies. However, if it's difficult now, what can contractors expect to deal with a decade from now?

Companies unwilling or unable to effectively attract, engage and retain their workforce will pay the consequences in the not-so-distant future (a future that can include going out of business).

"The onus is on companies now to actively engage employees," says Ethan Martin, consultant and executive coach at Integrated Leadership Systems. "If employees don't like it somewhere, they'll just leave."

Martin shared action steps for contractors through the Association of Equipment Manufacturers' ConExpo-Con/Agg 365 initiative. (For more information, visit www.conexpoconagg.com/subscribe/)



Companies need to explain the value of the trades to young workers. Photo courtesy of the Association of Equipment Manufacturers

conexpoconagg.com/subscribe/)

The following are his three keys to closing the skills gap...

1. Make an attitude adjustment

Successfully tackling workforce engagement necessitates a shift in both attitude and strategy for many construction companies.

"Employees are changing, the world and the market is changing. (Companies) have to be willing to face that reality, and it's not for better or for worse, it's just different," Martin says.

Successful workforce engagement activities are interconnected with other organizational aspects.

"As long as workforce engagement is viewed as something separate, it becomes the uninteresting piece, or something like a task or a responsibility, rather than just being incorporated into what's being done," says Martin.

2. Tomorrow is too late — Commit the time and resources now

Companies often cite a lack of time and resources as a reason why they fall short in employee engagement efforts.

Measurable progress takes time, and the majority of workforce engagement efforts do not yield results for years.

Martin relays that one organization he works with recently began reaching out to high school students and collaborating with local career centers; company leaders understand they won't see the fruits of their hard work for at least two to four years.

"However, this company is doing this now, so when the lack of skilled labor is even more of an issue in the future, it will have built up its reputation as the go-to employer in the area," Martin notes.

Cost concerns serve as another common reason for not engaging employees consistently and effectively. However, contractors must recognize employee investment as being critical to organizational success.

"Too many companies fear investment in current employees or future employees, even to the point where they actually end up losing them," Martin says. "The invest-

ment, as it turns out, would have cost them less than replacing the employee."

3. Hire for character first

Much is made about attracting the workforce of tomorrow. Construction companies looking to engage with young people need to explain better the value of a career in the skilled trades.

Convey the significance of the work they're doing, why it matters. "It puts the focus back on the mission, and millennials want to make a difference," Martin says.

If there is one piece of advice Martin would give a construction contractor when looking to hire a young worker is hire for character.

"The way we find and train people, you can teach anyone to do anything if he or she has good character," Martin says. "And if the good-character employee actually moves on at some point, you won't be left in the lurch because the person won't just up and leave in the middle of a big project."

The construction industry will continue to evolve, and the needs of contractors will change with it. As a result, it is critical for organizations to be able to connect with the workforce of tomorrow, inspire them to strongly consider a career as a skilled worker and, perhaps most importantly, develop them into qualified employees.

The Association of Equipment Manufacturers has more than 1,000 member companies, including dozens of makers of service trucks and related accessories. For more information, visit www.aem.org.

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ConExpo named top country's top trade show

ICUEE places third on the annual Gold 100 list.

The triennial ConExpo-Con/Agg heavy equipment trade show in Las Vegas has been named the number one exhibition of any industry in the U.S.

Trade Show Executive
GOLD 100
Trade magazine honors exhibitions.

ConExpo, owned and produced by the Association of Equipment Manufacturers, earned the top spot in the recent Gold 100 List from *Trade Show Executive* magazine, said a news release from AEM.

Another AEM show — the biennial International Construction & Utility Equipment Exhibition, a.k.a. ICUEE-The Demo Expo, in Louisville, Ky. — took third place.

"These awards are a tremendous honor that reflect the hard work, dedication and innovative focus of everyone involved in producing AEM exhibitions; our success would also not be possible without the support of our members and the industry," Megan Tanel, the AEM's senior vice-president of exhibitions and events, said in the news release. "Look for more enhancements that will continue to deliver outstanding and measurable business value to exhibitors, attendees and all show participants."

The AEM also won three best-in-class Grand Awards: Best Use of Data Analysis and Marketing Genius for ConExpo; and Knowledge is Power for ICUEE.

The two ConExpo grand awards recognized its marketing campaign for such tactics as "an interactive 360-degree virtual reality tour of the show," and the



The Association of Equipment Manufacturers' Steve Suhm and Sara Truesdale Mooney accept multiple awards for the ConExpo and ICUEE trade shows at Trade Show Executive magazine's recent Gold 100 recognition ceremony.

show's data analysis that included providing "beacon-tracking technology that gave exhibitors real-time lead generation."

ICUEE's grand award cited its Field Classroom sessions and a special program that "tackled disaster preparedness" with a former advisor from the Federal Emergency Management Agency.

The most recent ConExpo, in March 2017, featured 2.66 million square feet of exhibition space. The 2017 ICUEE show in October had exhibits covering nearly 1.24 million net square feet.

The next ICUEE takes place Oct. 1-3, 2019. ConExpo returns March 10-14, 2020.



Planning tool crunches company data

A new business planning tool is now available as an enhanced benefit to members of the National Truck Equipment Association.

Called the Work Truck Industry Financial Benchmarking Survey, the research initiative collects "financial and operating ratio information" from manufacturers and distributors of truck equipment to produce a comprehensive benchmarking study, said a recent news release from the NTEA.

All company data remain strictly confidential, the release said.

Companies that contribute to the survey will receive a complimentary, personalized performance analysis report as well as access to an online financial analysis and planning tool, and a printed copy of the aggregated benchmarking report.

"The commercial vehicle industry is evolving at an ever-increasing rate," NTEA executive director Steve Carey said in the news release. "We're pleased

to offer a comprehensive tool that provides manufacturers and distributors within our industry the insights they need to run their businesses more effectively."

Profit Planning Group has again partnered with NTEA to conduct the research.

"This year's report has been expanded to include both manufacturer and distributor aggregated data and will provide industry companies with insights on how their organizations are performing against industry benchmarks," the release said.

For more details, visit <http://www.ntea.com/benchmarksurvey>.



Steve Carey

Shipments rose 2.9%, survey finds

Truck equipment shipments increased 2.9 percent in 2017, according to a recently released report from the National Truck Equipment Association.

The increase represented "an acceleration from the 0.3-percent climb the previous year," said a news release announcing the 19th edition of the Annual Manufacturers' Shipments Survey report.

The survey of 100 participants — who all receive a complimentary copy of the report — enables industry to estimate the dollars and units market sizes of 79 products.

"We're pleased to present the commercial vehicle industry with a timely tool that enables companies to effectively gauge market size and build robust strategic plans," the release quoted Steve Latin-Kasper, NTEA director of market data and research.

Product line growth rates varied, as they have done historically — with some down and other having grown much faster than the overall industry, the release said.

The full report is available in digital or print format for \$299 for NTEA members and \$599 for non-members.

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



Steve Latin-Kasper

One stop shop acquires ninth company

Custom Truck One Source has acquired Great Pacific Equipment, which has distributed utility in construction equipment in the U.S. southwest for 40 years.

Kansas City, Mo.-based Custom Truck said in a news release that its management will partner with the existing management at Great Pacific's offices in Fontana and Bakersfield, Calif.

"The addition of the Great Pacific team and its locations to the Custom Truck family is very exciting," Custom Truck CEO Fred Ross said in the news release. "We are now able to better serve our customers in the western U.S., continuing our commit-

Custom Truck started in April 1996 "with a handful of guys," including his six brothers and two of their sisters, Ross says in a video on the company website, www.customtruck.com.

In addition to its own lines of service bodies, Custom Truck also deals in such familiar brands as Iowa Mold Tooling, Stellar, and Reading.

On top of Great Pacific's crane offerings, the acquisition will enable Custom Truck to expand its vast sales and rental fleet into the region, the release said. That includes chassis and track-based equipment for such industries as forestry, construction, railroad, heavy equipment, propane, oil and gas, and utilities. The Fontana and Bakersfield locations will also be part of Custom Truck's nationwide aftermarket parts and services network.

"These are exciting times for our industry as well as for our future with Custom Truck," the release quoted Great Pacific owner Tony LiRocchi. "Partnering with Custom Truck will allow us to take full advantage of the growth in the construction, utility and infrastructure industries over the next few years. The Great Pacific employees are excited about being a part of it."

Great Pacific is the ninth acquisition since the formation of Custom Truck One Service in 2015.

"The Great Pacific acquisition was accomplished through a purchase of a subsidiary of Great Pacific," the release said. "Funds managed by Blackstone will continue to provide growth capital for significant additional investment in equipment, innovation and an expanded geographic footprint, which will ensure Custom Truck has the customer-focused solutions the industry requires."



Custom Truck One Source, formerly Utility One Source, keeps on growing.



Utility One Source CEO Fred Ross (center) is flanked by Ryan McMonagle and Ben Link during a press conference at the company's booth at ICUEE 2017.

ment to the expansion of our footprint."

Formerly called Utility One Source, Custom Truck changed its name in February 2018 as part of a major rebranding to position the company as a "one stop shop." A news release at the time said that "the new name sends a clearer message about what the company does."

The Blackstone Group LP formed Utility One in January 2015 by bringing together three family businesses — Custom Truck & Equipment, Utility Fleet Sales, and Forestry Equipment of Virginia. Utility One had its "coming out party" that fall at the ICUEE show in Louisville, Ky.





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Navistar's International 7400 WorkStar all-wheel drive class 8 chassis with a Stellar service body is on display at the 2016 Work Truck Show in Indianapolis.

File photo

Techs compete in Florida rodeo

Truck and bus technicians from Arizona, Florida, and West Virginia topped the three categories in Navistar's 2018 Technician Rodeo.

Nathan Reed of RWC Group in Arizona won top prize in the Global Technician Competition, in its third iteration but new to this year to the event, held at Navistar's Woodridge, Illinois facility, said a news release this October from the chassis maker whose brands include International trucks and IC Bus.

Winning "Top Service Technician" for truck was Michael Irvin of Sun State International in Florida. Ben Bird of Worldwide Equipment in West Virginia won in the bus category.

The competition, now in its 12th iteration, brings together Navistar's top technicians from the U.S. and Canada.

"Michael, Ben and Nathan are all highly skilled technicians that reflect the best traditions of our company's commitment to technical excellence and providing the best customer uptime in the industry," the release quoted John Pfennig, Navistar's director of global development. "We're very proud of this year's winners, and frankly all of its competitors, who are among the very best truck technicians there are."

Twenty top technicians, the most ever, competed from International and IC Bus dealers from around the world in the global competition.

The competitions involved a series of stations that simulated service areas, truck component, and engines. "The technicians were scored on how quickly and effectively they navigated their way through the stations, diagnosing and fixing the simulated problems," the release said.

The truck and bus rodeo participants were selected from 900 top technicians, who were narrowed down through online testing to the 16, "with the highest-scoring technicians in each region of the U.S. and Canada invited to compete at Woodridge."

For more information, visit www.navistar.com.



New PTO model for Eaton and Paccar

The SH series power take-off from Muncie Power Products Inc. is now available for the Eaton Endurant and Paccar transmission.

Instead of a paper gasket, the PTO features a seal plate gasket, which can "withstand the specialty oil used by the transmission and allows the installer to mount the PTO without checking backlash," said a news release from Muncie.

The gasket "is part of a cooperative design effort" of Muncie and Eaton.

A main transmission gear drives the SH PTO, the release noted. "This requires the PTO to have a large input gear in order to reach it." As a result, this particular model — SH8F-E80*-P1** — "has a non-standard housing in order to provide clearance for the gear."

Headquartered in Muncie, Ind., Muncie Power Products has served the truck equipment industry and other markets since 1935.

For more information, visit www.munciepower.com.



New SH series power take-off features seal plate gasket.



Van outfitter marks 30 years

Ranger Design is celebrating its 30th anniversary in 2018.

The foundation of the Montreal-based van outfitter stemmed from the personal struggle of owners Randal and Derek Cowie "with disorganized, ineffective work vehicles," the company said in a recent news release.

Inventor Randal and designer Derek began working toward the ideal solution in 1988 "and were soon asked to provide their equipment to other contractors," the release noted.

From its first headquarters in a tiny garage, Ranger "grew into a thriving company, dedicated to improving the efficiency and safety of mobile technicians."

As it grew, Ranger added other products in addition to shelving. These included drawers, bins, ladder racks, and bottle holders.

In 2017, Ranger added about 100,000 square feet to its manufacturing facilities.

Today the company has more than 300 loyal distributors and a staff committed to upholding a standard of excellence.



Steve Milizia (left) and Jay Cowie of Ranger Design receive the product innovation award for the company's Max View safety partition from Steve Carey, executive director of the NTEA, at the 2016 Work Truck Show in Indianapolis.



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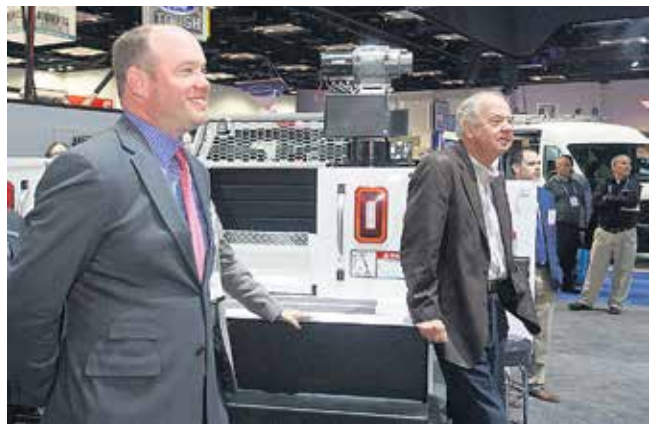
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APPOINTMENTS



Bo Knapheide (left) and his father, Knap Knapheide, take in the 2017 Work Truck Show in Indianapolis.

Sixth generation now leading historic service body company

Harold W. “Bo” Knapheide IV is the new president and chief executive officer of service truck maker The Knapheide Manufacturing Company.

He becomes the sixth generation to lead the family-owned company, noted an announcement this September on the Knapheide website.

“I am proud to continue my family’s history leading our company forward,” Bo Knapheide said in the posting. “I am confident and excited for what our team can accomplish and also for what the future holds.”

He succeeds his father, Harold W. (Knap) Knapheide III, at the helm of the family operation, which has been headquartered in Quincy, Illinois since its founding in 1848.

German immigrant Herman Heinrich Knapheide established the company as a wagon-building enterprise more than a decade before the Civil War and about half a century before the invention of the automobile. Today, Knapheide’s many product lines include service bodies, mechanics trucks, enclosed utility bodies, and lube trucks.

Bo Knapheide “began working at an early age to learn the family business,” notes his biography on the Knapheide website. He previously worked in production, shipping, sales, and marketing, most recently as the senior vice-president of distributor and fleet operations.

For more information about Knapheide, visit www.knapheide.com.



Fuso names new manager

Mitsubishi Fuso Truck of America Inc., a.k.a. Fuso, has a new product support manager for Eastern Canada.

Vadim Kornev comes to Fuso from Mitsubishi Motor Sales of Canada, “where he had a similar position in technical support/product support,” the company announced in a recent news release.

Originally from Ukraine, Kornev has a B.A. from Toronto’s York University and now makes his home in nearby Thornhill, Ont.

“We’re looking forward to having Vadim as part of our team,” the release quoted Scott Coyle, Fuso vice-president of service operations. “He already has extensive experience in technical and product support, he’s bilingual, and brings his skills and experience as a Class 310S automotive technician to this position.”

Headquartered in Logan Township, N.J., Fuso is a subsidiary of Kawasaki, Japan-based Daimler Trucks Asia, which is part of the Daimler Trucks Division of Daimler AG. Fuso’s medium-duty cabover trucks are available through more than 160 dealer locations in the U.S., Canada, Puerto Rico, and Guam.

For more information, visit www.mitfuso.com.



New leader heads to Washington

The Association of Equipment Manufacturers has appointed a new head of its Washington, D.C. office and advocacy activities.

Johan “Kip” Eideberg will take over the duties effective Jan. 1, 2019 in his new role as interim vice-president of government and industry relations, the AEM announced in a news release.

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

“We thank Nick Yaksich for being the driving force that transformed our presence in D.C., from a two-person operation monitoring issues to a talented team of advocacy and public affairs professionals influencing legislative and regulatory issues on behalf of our members,” AEM president Dennis Slater said in the news release. “Nick has been an extremely valuable



Johan “Kip” Eideberg

member of AEM’s senior leadership team and highly respected in our industry, in D.C. and among our members.”

Eideberg now serves as AEM’s vice-president of public affairs, where he has overseen such campaigns as I Make America and Infrastructure Vision 2050. In addition to continuing those efforts, he will lead the D.C. office in building upon the AEM’s advocacy initiatives and campaigns.

“We now look to Kip Eideberg to take the office to the next level and continue to help our members speak with one voice on behalf of our industry,” Slater said. “Kip is a proven high performer who is creative and passionate about the issues facing our members. The interim designation will be removed after six months based on performance.”



Man from Limerick joins compressor maker’s team

A new engineering manager has joined compressor manufacturer VMAC Global Technology.

Barry Fitzgerald will lead engineering, foundry, and custom shop teams at the Nainimo, B.C.-based company and collaborate with VMAC’s management team.

“We are excited to welcome Barry to VMAC,” company president Tod Gilbert said in a news release announcing the appointment. “Barry’s collaborative approach and extensive work experience is a great fit to lead and support our innovative engineering team.”

Fitzgerald previously held engineering, supply chain, director, and management positions that provide him “with a diverse and well-rounded perspective that will be valuable to VMAC’s dealers, end-users, and



Barry Fitzgerald

internal teams,” the release said. Examples of the industries he has worked in include companies that provide military shelters, medical devices for detecting early cancers, and tidal-turbine power.

“I joined VMAC because it’s a product-development-focused company with impressive capabilities and possibilities for the future,” said Fitzgerald, who earned a bachelor of engineering from the University of Limerick in Ireland, and an MBA in management of technology from Vancouver’s Simon Fraser University. “From my first meetings with the people here, it has been a great experience.”

For more information about VMAC, which stands for Vehicle Mounted Air Compressors, visit www.vmacair.com.



Purchasing manager appointed

A new purchasing manager has been added to the global purchasing and supply chain team of service truck manufacturer Iowa Mold Tooling Co. Inc.

John Swart comes to IMT from Jeld-Wen Windows and Doors, where he was supply chain manager, said a news release from IMT, an Oshkosh Corporation Company based in Garner, Iowa.

“John’s experience of sourcing, inventory management, ERP, and continuous improvement will bring immediate value to the IMT team,” the release quoted Amy Brownlee, IMT’s director of finance.

Swart earned a bachelor of arts degree in business management from William Penn University and holds a certified purchasing manager designation from the Institute of Supply Management.



The Wilsons (from left) Ginny, Chuck, Guy, and Rebecca return 1982 Volvo F7 to its roots.

Historic truck comes home

The very first Volvo truck model to roll off the assembly line in the early 1980s at the manufacturer’s assembly plant in Dublin, Virginia, has been welcomed home.

The 1982 Volvo F7 will now reside at the Volvo Trucks Customer Center, adjacent to the New River Valley assembly facility, said a news release from Volvo Trucks North America.

The Wilson family, founders of the former Wilson Trucking Corporation, donated the 1982 truck.

The Wilsons’ relationship with Volvo goes back to the 1970s when Wilson Trucking bought the first Volvo F86 model sold in the U.S. Another milestone was in 2011 when Wilson Trucking took delivery of the 500,000th U.S.-built Volvo truck model.

NEW PRODUCTS

Reels ace corrosion test

Coxreels recently exceeded the recommended industry standard for salt spray testing.

An independent lab test found that the corrosion and ultraviolet light resistance of the powder-coated materials of the company's reels exceeded the recommended hours by 20 percent, said a news release from Coxreels. That ranks the reels in the top tier for both UV and corrosion resistance, the release added.

"With these results, Coxreels' powder coating is ranked at a higher level than under hood automotive applications as well as a standard piece of heavy-duty construction equipment," the release said.

The oldest corrosion-resistance test, the salt spray test is also the most widely preferred way to evaluate anti-corrosion coatings, the company noted.

For more information about Coxreels, a third-generation family owned company headquartered in Tempe, Ariz., visit www.coxreels.com.



The 1125 Series is part of the Coxreels product line.



New crane fills niche

A new 30-foot hydraulic service crane from Maintainer Corporation of Iowa Inc. can lift up to 10,000 pounds.

The reach of the new H10030, which has a 60,000 foot-pound rating, fills a niche between the company's 25-foot models and its 34-foot H10034, said a news release from Maintainer, which is headquartered in Sheldon, Iowa.

"We continue to expand options in response to the varying needs of our customers," Tom Wibben, director of sales and service, said in the release.

Other features of the H10030 include the following:

- a low profile boom with no need for flip sheave;
- tall and short tower configurations;
- advanced crane control that comes standard;
- total operational range of 91 degrees;
- low profile anti-two block;
- closed-center/load sensing hydraulic system (with open center optional);
- 615 degrees of boom rotation;
- wireless remote with independently proportional controls; and
- compliance with OSHA 1910.180 and ANSI B30.5 regulations.

Hexagonal boom sections on Maintainer cranes are self-aligning, have improved strength-to-weight ratio, and wear pads that



The H10030 has a lifting capacity of 10,000 pounds.



H10030 also boasts a low profile boom.

are easily serviced, the release said. Nitrided cylinder rods have improved wear and impact resistance, corrosion resistance, and longer seal life. Hydraulic hoses are protected from harsh working environments. Crane and outrigger valves are protected under the truck body.

For more information, visit www.maintainer.com.



Cordless power tools tap the cloud

The new generation of the trademarked M18 Fuel 18-volt cordless drills and fasteners from Milwaukee Tool will come with the company's trademarked One-Key technology starting this November.

The Wisconsin-based tool manufacturer launched the latest versions of its M18 Fuel half-inch hammer drill, half-inch drill/driver, and quarter-inch hex impact drive this July. "Through a ground-up redesign of the motor, mechanical, and electrical components," these compact tools can achieve 60 percent more power and are twice the speed as previously, said a news release from Milwaukee.

The One-Key functionality enables easy customizing, tracking, and managing of the tools through an app on a user's mobile device. The app can access "a range of new features," including anti-kickback technology and a self-tapping screw mode. The latter automatically shuts off the tool once a screw is seated.

"These solutions feature a smaller yet powerful motor, more efficient electronics, and unmatched mechanical design that greatly reduces their size," the news release quoted Cole Conrad, director of product marketing for Milwaukee Tool. "As advancements in technology have grown, so have the needs of many users for increased control over their tools' performance."

A digital platform for tools and equipment, One-Key integrates "leading tool electronics with a custom-built cloud-based program," the news release said. By providing a new level of control and information access, One-Key "revolutionizes the way work gets done" and "fundamentally changes the way users interact with their tools."

All M18 Fuel products feature three exclusive trademarked Milwaukee innovations—the Powerstate brushless motor, Redlithium battery pack, and Redlink Plus intelligence hardware and software.

Specs for the M18 Fuel hammer drill and drill/driver include 1,200 pounds of torque, three-mode customizable drive control, and tool weight with battery of 4.8 pounds. The hex impact driver, meanwhile, delivers 2,000 pounds of torque, has four-mode customizable drive control, and weighs 3.8 pounds with the battery.

For more information, visit www.milwaukeetool.com.



M18 Fuel 18-volt cordless now feature One-Key technology.

New welding helmet features camo art

"Born to Weld" is the trademarked name of the latest welding helmet in the Viking 3350 Series from Lincoln Electric.

"The new helmet includes one-of-a-kind artwork that starts with military camouflage and overlays it with various welding references to create an overall effect that resonates with the gritty, dedicated and hard-working nature of the welding culture," said a news release from Lincoln Electric, which is headquartered in Cleveland.

The new helmet employs Lincoln's trademarked 4C lens technology, "which eliminates blur, distortion and eye strain by reducing color saturation in the liquid crystal display," the company says.

4C — which stands clarity, color, carat, and cut — also provides a consistent shade at any angle. It scored a perfect rating on the European EN379 auto-darkening lens quality standard, the release noted.

The 12.5-square-inch auto-darkening viewing area is "ideal" for industries using multiple welding processes, the release added.

For more information, visit www.lincolnelectric.com.



The Viking 3350 Series helmet is "Born to Weld."

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CALENDAR

Nov. 12-14, 2018

Women in Trucking Accelerate! Conference & Expo
Embassy Suites by Hilton Dallas Frisco Hotel Convention Center & Spa
“Anyone who believes the gender balance should be changed in the industry should attend and participate in the Accelerate! Conference & Expo.”
<http://www.womenintrucking.org/accelerate-conference>

Nov. 22-25, 2018

Central Florida International Auto Show
Orange County Convention Center, Orlando, Fla.
“See hundreds of new cars, trucks, and SUVs.”
<http://autoshoworlando.com/>

Nov. 23-25, 2018

Motor Trend International Auto Show
Las Vegas Convention Center, Las Vegas, Nevada
“Over 350 of the hottest new cars and trucks all in one place!”
<http://autoshowlv.com>

Nov. 28-30, 2018

Construct Canada
Metro Toronto Convention Centre, Toronto, Ont.
“The enhanced Show will provide an immersive and unique experience through larger-than-life, dynamic exhibits, thought-provoking educational discussions and innovative product showcases including the new Discovery District and live demonstration areas.”
<http://nationalgreenbuildingexpo.com>

Dec. 17-19, 2018

2017 Defense Maintenance and Logistics Exhibition
Tampa, Fla.
“If your company is involved in military and commercial maintenance technology, information systems, and management processes, don't miss this significant opportunity to showcase your products and services.”
<https://www.sae.org/attend/defense-maintenance-and-logistics-exhibition>

Jan. 3-5, 2019

Dakota Farm Show
USD DakotaDome Vermillion, S.D.
“Join over 25,000 agricultural producers from South Dakota, Nebraska, Iowa, and Minnesota to review the latest farm technology.”
<http://dakotafarmshow.com>

Jan. 10-12, 2019

Mobile Tech Expo
Orange County Convention Center, Orlando, Fla.
“The one and only international Dent Olympics returns to the 2019 Mobile Tech Expo - Orlando.”
<https://mobiletechexpo.com/orlando/>

Jan. 13-17, 2019

Transportation Research Board 96th Annual Meeting
Walter E. Washington Convention Center, Washington, D.C.
“The meeting program will cover all transportation modes, with more than 5,000 presentations in nearly 800 sessions and workshops.”
<http://www.trb.org/AnnualMeeting/AnnualMeeting.aspx>



World of Concrete returns to Las Vegas in January 2019.

Jan. 14-27, 2019

North American International Auto Show Detroit
Cobo Center, Detroit, Mich.
“At NAIAS you have the opportunity to see up-close the vehicles and technologies that will shape the future automotive landscape.”
<http://naias.com>

Jan. 17-21, 2019

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

Jan. 22-25, 2019

World of Concrete
Las Vegas Convention Center, Las Vegas, Nevada
“Changes in technology and infrastructure have opened up new pathways for opportunities.”
<https://worldofconcrete.com>

Feb. 1-2, 2019

Mid-West Truck & Trailer Show
Peoria Civic Center, Peoria, Ill.
“Since 1962, the Mid-West Truck & Trailer Show has provided one of the finest platforms to showcase products and innovations of the trucking industry.”
<http://www.midwesttruckshow.com/>

Feb. 2-9, 2019

Toronto Trucking Association Convention
Diamond Luxury Boutique Hotel Riviera Maya, Mexico
<http://torontotrucking.org/tta-2019-convention/>

Feb. 4-7, 2019

Associated Equipment Distributors Summit
Orlando Marriott World Center, Orlando, Fla.
“Celebrate AED's 100th anniversary.”
<http://aednet.org/summit/>

Feb. 12-14, 2019

World of Asphalt
Indiana Convention Center, Indianapolis, Ind.
“Over 450 of the industry's leading manufacturers and service providers in the aggregate, asphalt, pavement maintenance, and traffic safety industry sectors come together at World of Asphalt to showcase their latest products and technologies.”
<https://www.worldofasphalt.com>

Feb. 13-16, 2019

National Farm Machinery Show
Kentucky Exposition Center, Louisville, Ky.
“Nearly every major line of farming equipment will be on display allowing attendees to compare products side by side.”
<http://www.farmmachineryshow.org>

Feb. 21-24, 2019

American Rental Association Show
Anaheim Convention Center, Anaheim, Calif.
“The ARA Show is a closed show, meaning only those involved in the equipment and event rental industry are eligible to register and attend.”
<http://www.therentalshow.com>



National Farm Machinery Show returns to Louisville, Ky., in February.

Feb. 19-21, 2019

Hybrid and Electric Vehicle Technologies Symposium
Delta Hotels by Marriott Anaheim Garden Grove, Calif.
“This overwhelmingly well-attended symposium has been declared a ‘must-attend’ by several of the industry's leading hybrid and EV engineers and component developers.”
<https://www.sae.org/attend/hybrid>

Feb. 27-28, 2019

53rd Annual Triumph of Ag Expo
CHI Health Center, Omaha, Neb.
“Regarded as one of the largest indoor shortline farm machinery shows in the country.”
<https://showofficeonline.com/triumph/>

March 5-8, 2019

Work Truck Show
Indiana Convention Center, Indianapolis, Ind.
“Attendees can interact with thousands of industry professionals, set up meetings with current suppliers or customers; find solutions to resolve technical issues, and talk shop with industry peers at special events and receptions.”
<http://www.worktruckshow.com>

March 28-30, 2019

Mid-America Trucking Show
Kentucky Exposition Center, Louisville, Ky.
“See the newest technology, learn from the experts, connect with peers and more.”
<https://www.truckingshow.com>

April 8-14, 2019

Bauma
Messe München Fairground, Munich, Germany
“It is the only trade fair in the world that brings together the industry for construction machinery in its entire breadth and depth.”
<https://www.bauma.de/index-2.html>

April 15-17, 2019

NAFA 2017 Institute & Expo
Kentucky Exposition Center, Louisville, Ky.
“Network with thousands of fleet professionals.”
<http://www.nafainstitute.org>



The Work Truck Show returns to Indianapolis in March.

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