

# SPEC MY TRUCK

Check out Jim Dovicsak's rig, page 16

# SHOW ISSUE

COVERAGE STARTS ON PAGE 18

# THE WORK TRUCK SHOW®

# Service Truck

THE MAGAZINE FOR MOBILE REPAIR AND MAINTENANCE

Volume 6 Issue 1

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## PROFILE

Nancy Boyce doesn't shy away from the harsh realities of being a trailblazer. Photo courtesy of Nancy Boyce/PowerTech

## She repairs equipment on the top of the world

Nancy Boyce battles stereotypes to become a top diesel technician in Alaska

ERIN GOLDEN

**N**ancy Boyce once thought she'd be an electrical engineer, working in an office for a big, high-tech company.

Then, out on a field project for a college class, she watched mechanics rebuilding the drive of a power generator. She was fascinated with the work — and suddenly far less interested in an office career.

"I abandoned ship," she said. "I just said, 'I'm going to start trying to find a job to do this.'"

More than a decade later, Boyce has done just that — and then some. She earned stellar grades in

a diesel technician program and picked up a degree and multiple job offers from major companies. She became Caterpillar's first female field mechanic in Alaska, tackling — and triumphing — amid some of the most challenging working conditions in North America.

In 2017, she was a nominee for the Association of Equipment Professionals' Technician of the Year award. The same year, she won notice as one of the *Alaska Journal of Commerce's* top professionals under age 40.

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## OUTLOOK

## Expect smooth sailing in 2019 — disruption excepted

Industry insiders look back at 2018 and prepare for battle in the coming year

SAUL CHERNOS

**B**y all accounts, 2018 was a wacky year. Trade wars between arch rivals and best friends alike. Oil prices stabilizing, though remarkably on the low side. And automotive plant closures, scheduled to take effect later this year, that caught entire communities off-guard.

Yet, in many ways 2018 registered strongly positive for many industry players and analysts, who say they anticipate more of the same in 2019.

continued on page 30

## WORK TRUCK SHOW PREVIEW

## Good welders, any welders, are becoming harder to find

Welding presentation highlights new Manufacturer and Distributor Innovation Conference at the 2019 Work Truck Show

ERIN GOLDEN

**A**sk just about anybody involved in manufacturing about hiring, and they'll probably all eventually say the same thing: a good welder is hard to find.

Actually, any welder is hard to find.

The years-long shortage of welders is showing no signs of easing up. According to the American Welding Society, the gap between welding jobs and the number of people needed to fill them will hit 200,000 in 2020. By 2026, the shortage is projected to grow to 375,000.

As a result, manufacturers are doubling down on their efforts to expand training options and secure partnerships with training schools — and figuring out how to let would-be welders know that the job is evolving into something very different than it was a few decades ago.

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Lincoln Electric Company's welding school has trained more than 250,000 welders since it opened in 1917.

Photo courtesy of Lincoln Electric Company

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NEWS

# Renewable propane runs clean

Ultra-low-emission propane engines from Roush CleanTech can now run on renewable propane, the Michigan-based alternative-fuel technology company revealed in a recent news release. “Renewable propane is a non-fossil fuel that is produced from 100 percent renewable raw materials, such as waste, residue and sustainably produced vegetable oils,” the release said. Earlier in 2018, the California Air Resources Board certified Roush’s 6.8-liter V10 three-valve engine for class 4-7 vehicles as producing ultra-low nitrous oxide emissions, the release said. According to a brochure on Roush’s website, the engine is 75 percent cleaner than the Environmental Protection Agency’s current standard of 0.2 grams per brake horsepower hour. In using renewable propane, also called biopropane, the engine reduces emission to “near-zero” as defined by the California Air Resources Board, the release said.

Tucker Perkins

It does that “while still being financially viable for fleets,” Roush president Todd Mouw said in the news release. Interest in renewable propane is growing because it also reduces greenhouse gas emissions. Since it’s nearly identical chemically to conventional propane, renewable propane can be used as a “drop-in” replacement. Many companies are developing renewable propane technology, including as a byproduct of renewal diesel, the release said. “Being relevant as an alternative fuel means constant innovation in technology for the equipment and the fuel,” the release quoted Tucker Perkins, president and CEO of the Propane Education & Research Council. “Renewable propane is just one example of that innovation, along with increasing engine efficiency and modern dispensers with near-zero emissions.” For more information, visit [www.roushcleantech.com](http://www.roushcleantech.com).

# Panel opens aftermarket conference

Four industry leaders will take part in a panel discussion to open the seventh annual Heavy Duty Aftermarket Dialogue Conference in Las Vegas on Jan. 28. Roger Nielsen, president and CEO of Daimler Trucks North America, Ken Davis, founder of Greentree Advisors LLC, Dean Engelage, CEO of Great Dane, and industry veteran Chris Patterson will discuss The Real-World View – A Global Perspective, said a news release from one of the conference co-presenters, the Heavy Duty Manufacturers Association. “The leaders will address some of the more significant developments for vehicle manufacturers and suppliers including alternative power, auto-

mated vehicles, vertical integration, the Internet of truck things (IoTT), fuel economy, and trade-related challenges,” the release said. The conference is co-presented by HDMA, which is the commercial vehicle division of the Motor & Equipment Manufacturers Association, and MacKay & Company, a Chicago-based consulting firm that focuses on construction equipment, farm machinery, and commercial vehicles. It takes place from 8 a.m. to 4 p.m. in the Terry Fator Theater at The Mirage in Las Vegas. The event immediately precedes Heavy Duty Aftermarket Week 2019. For more details, visit [www.hdma.org](http://www.hdma.org).

Roger Nielsen

# Crane certifications now required

As expected, the federal Occupational Safety and Health Administration has finally issued its final rule that establishes a national requirement to certify U.S. operators of cranes used in construction. The rule, which also applies to service truck cranes when used in construction, went into effect Dec. 10, 2018, according to a document OSHA published in the *Federal Register* on Nov. 9. It requires that operators of cranes of more than 2,000 pounds capacity, when used in construction, be certified by an accredited certification body such as the National Commission for the Certification of Crane Operators, or Crane Institute Certification. An exception is that employers will have until Feb. 9, 2019 to complete a certification and evaluation process of crane operators, noted a news release from the NCCCO. The new rule specifically includes “service/mechanic trucks with a hoisting device” but also excludes 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 seldom applies. However, as NCCCO CEO Graham Brent noted in a recent interview, a service truck crane operator at a job site might be asked to lift construction materials. “And that’s construction,” he said. The initial deadline of the operator certification requirements — contained in an OSHA standard for construction cranes and derricks called 29 CFR Part 1926 — was November 2014. It was then extended for another three years to November 2017, and by another year to November 2018. The NCCCO has prepared three employer guides on the training, certification, and evaluation requirements of the new rule. They can be found at <http://nccco.org>.

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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## COOL TOOL

These Thexton removal tools have steel barrels that stand up to hundreds of uses.  
Photo by Dan Anderson



## Steel release tools prove sturdy

**T**he Thexton 588 Deutsch terminal release kit includes three tools designed to release either 14 – 16 gauge contacts, 16 – 18 gauge contacts, or 20 – 24 gauge Deutsch-type electrical pins from their connector housing.

Plastic Deutsch-connector-removal tools are one-time-use, nearly guaranteed to self-destruct during each use. The Thexton removal tools have steel barrels that stand up to hundreds of uses.

Add a Snap-on Tools Size 12 Deutsch Terminal Release Tool designed to release 10 – 12 gauge terminals, and you can deal with most any Deutsch connectors found on heavy equipment.

They cost about \$60 for the three-piece Thexton set, and around \$30 for the single Snap-on Tool.

— Dan Anderson

## MECHANIC'S MUSINGS



Tom Tidy keeps his tools well-organized in their drawers.  
File photo by Brian Hartz

## Tale of two mechanics

DAN ANDERSON

**T**here seems to be two types of mechanics who work out of service trucks: Tom Tidy and Harry Haphazard.

Tom Tidy has all his wrenches and sockets arranged in racks according to size. The wood cribbing blocks he keeps in the bed are stacked neatly. His power cords are looped over pegs according to length. Extra parts are kept in bins that use an alphabetic or numerical location system.

Tom power washes the floor of the bed once a week.

Harry Haphazard's truck has racks for all his wrenches and sockets, but they're invisible under a

pile of wrenches and sockets. Many of his compartments feature "auto-unload," as in, when the doors are opened, tools and parts stacked randomly inside the compartment unload themselves onto the ground. To access large tools or bulky items at the front of the bed, it's easier to climb onto and walk atop the side compartments than to risk life and limb crawling over the jumble of tools, parts, broken pieces and empty, leaky five-gallon buckets piled in the bed of Harry's truck.

No one has seen the floor of the bed since the second day got it.

In my mind, I'm Tom, but the sad reality is that I'm more like Harry.



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# ICUEE exhibitors to share the spotlight

**E**xhibitors returning next fall to the biennial International Construction & Utility Equipment Exposition can be featured in a new Exhibitor Spotlight on the show's website.

The spotlight is one of many new tactics in the marketing plan for ICUEE 2019, which takes place Oct. 1-3 at Kentucky Exposition Center in Louisville, said a recent news release from the Association of Equipment Manufacturers, which organizes the event.

"We are looking for exhibitors who have an interesting story to share about their product or service," the release quoted Steve Suhm, show marketing director at AEM. "Was your product inspired by a need in the community, were you able to help solve an insurmountable challenge with your product, were you able to use your product to help an individual or a group of people overcome an obstacle and make their lives easier? If you think your company and product should be in the spotlight, then we want to hear from you."

The Exhibitor Spotlight will feature news stories about exhibitors as well as photos, videos, and audio recordings. The stories will also be distributed to the AEM's list of trade media.

"The right stories drive traffic to a company website, generate leads and drive sales," said Suhm. "We want to help our exhibitors tell those stories in a way that potential customers and utility contractors want to hear, read or see."

Companies interested in collaborating with ICUEE on the Exhibitor Spotlight are asked to contact AEM public relations director Sandra Mason at [smason@aem.org](mailto:smason@aem.org) or 414-298-4122.

Dozens of service truck manufacturers and accessory makers typically exhibit at ICUEE and are members of the AEM. *Service Truck Magazine* will also send representatives to the exhibition as it did for the 2015 and 2017 shows.

For more about ICUEE, also called the Demo Expo, visit [www.icuee.com](http://www.icuee.com).



Attendees stroll by the Knapheide Manufacturing Company's booth at the 2017 International Construction & Utility Equipment Exposition in Louisville, Ky.

File photo by Keith Norbury





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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](http://www.nelsondewey.com).

## OUR SUBMISSIONS POLICY *We invite your feedback and ideas*

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

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

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

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

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

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

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

All submissions are subject to editing and publication cannot be guaranteed. The deadline for our next issue of *Service Truck Magazine* is Feb. 12, 2019. Sooner is always better than later.

## EDITORIAL

# Mars will need mechanics and specially specced trucks

**I**t's that time of year when we look ahead to the new year. Elsewhere in this edition, industry insiders do that.

In this space, we'd like to look further ahead, say 30 years, to 2049.

If that seems like the distant future, consider this: 30 years ago was 1989. Many if not most readers will remember that time. The Berlin Wall came down, heralding the end of the Cold War. That was such a watershed moment that political economist Francis Fukuyama soon mused in writing about *The End of History*.

Since we all know how that idea turned out — history didn't end — we won't attempt to predict the geopolitics of the mid century. But we can have fun anticipating what technology, science, and engineering might wrought in the next three decades. Even that's going to be tricky, though.

Consider the biggest innovations to affect our lives since 1989. Flying cars? Nope. Jet packs. Not really?

If back then you had guessed "smart-phones," people would have asked, What are smartphones? Yet they represent arguably the most visible and widespread technological innovation of the last 30 years. Desktop computers were already common in most offices in 1989. They're just more sophisticated today. It's the same with TVs, automobiles, and appliances.

Back in 1989, it would have reasonable to predict a return to the moon by now. Finally, it looks like it's going to happen. Nowadays, we're anticipating colonizing Mars by mid-century — at least that's premise of a National Geographic TV series, set in the early 2040s.

We should not be surprised if that happens. Nor should we be surprised if it doesn't.

Should humans gain a foothold on Mars and begin extracting its resources, we can expect a lot of heavy equipment rumbling on the Red Planet. That equipment is going to need maintenance and repairs, especially given the harsh conditions.

Mars will need mechanics to do that work. And they will need service vehicles to carry all their tools and accessories, such as welders and cranes. So far, we haven't noticed any Martian mechanics trucks on the *Mars* series — unlike on the Discovery Channel's *Gold Rush*. This is probably just an oversight, or perhaps a sign that the

*Mars* creators haven't yet figured out how mechanics trucks will function on Mars.

If mechanics in the colder parts of North America think they have troubles with diesel exhaust fluid, imagine what their Martian counterparts will face. Then again, tier 4 or 5 emissions standards might not even be a consideration on Mars, especially if the aim is to terraform the planet.

The cold poses just one challenge to doing anything on Mars. Its low gravity means that machines like excavators won't work quite as they do on Earth. Getting heavy equipment to Mars will be very expensive, requiring over 200 kilograms of fuel for each kilogram of payload. The freight bill to ship a mechanics truck to Mars would be astronomical.

So NASA is designing special light-weight diggers for its early excavations. Eventually, engineers will have to figure out how to turn the Martian regolith into materials that can be fabricated or 3D-printed into components for building machines of any description.

These will likely be bespoke creations designed specifically for Mars.

On Mars as on Earth, the machines will become increasingly autonomous. At the 2018 Work Truck Show, presenters talked enthusiastically about autonomous vehicles becoming ready for prime time within years and not decades. While many hurdles remain — not the least creating robust safeguards against system failures and cyber attacks — by 2049 you can expect to ride to work or play in a driverless car or receive Amazon packages from a driverless van. (We're predicting less of a future for aerial drone deliveries, especially if the skies are already crowded with flying cars.)

Mechanic, however, will be among the last trades automated — especially on Mars. In 2017, a Space.com writer made the case that a Mars colony would need a crew of astronaut MacGyvers. Andy Weir, author of *The Martian*, said in an interview that he was aiming for MacGyver-like qualities in his hero. MacGyver-like also sounds like the job description of a mobile heavy equipment mechanic.

So that's our bold prediction for 2049 — a mobile heavy equipment mechanic on Mars. The challenge over the next 30 years then becomes who will spec that mechanic's truck?



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# Body maker wins gold honor

**S**ervice truck manufacturer Stellar Industries Inc. is a Gold winner of the annual Advocates Program awards from the Association of Equipment Manufacturers.

Headquartered in Garner, Iowa, Stellar is one of 28 AEM member companies that received the 2018 awards, which recognize advocacy efforts through the association's I Make America campaign.

Other 2018 Gold winners include industry giants such as Caterpillar Inc., Cummins, Deer & Company, JCB Inc., Komatsu, Terex Corporation, Vermeer Corporation, and Volvo Construction Equipment.

Six other companies received the program's highest honor, the Pillar of the Industry Award: Calder Brothers Corporation, Doosan Bobcat, Kobelco Construction Machinery USA Inc., Manitou Americas Inc., and Sioux Corporation.

"It's more important than ever for our elected officials to understand the critical importance of our industry's role in sustaining economic prosperity and quality of life across America," AEM president Dennis Slater said in a news release this December announcing the winners. "These companies have really stepped up in their communities, and we greatly appreciate their dedication and hard work throughout the year."

The I Make America facility tour, which this year had the theme "Behind Every Product," brought



*Bob Crain of AGCO Corp., who chairs the government and public affairs committee of the Association of Equipment Manufacturers, announces the 2018 AEM Advocates Program award winners at AEM's recent annual conference. Photo courtesy of the Association of Equipment Manufacturers*

elected officials to member manufacturing facilities to talk about pressing issues many of the 1.3 million employed in the industry. The AEM also hosted an inaugural I Make America Town Hall Tour at facilities of three members — AGCO in Jackson, Minn.; Doosan Bobcat in Bismark, N.D.; and Terex Genie in Redmond, Wash.

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

For more information, visit [www.aem.org](http://www.aem.org).



# Safety blitz checks brakes

**N**early one in seven commercial vehicles flunked brake inspections during the annual Brake Safety Week last fall.

During those inspections, 4,995 vehicles were removed from service until the faults could be corrected, said a news release from the Commercial Vehicle Safety Alliance.

Enforcement personnel in 57 jurisdictions in the U.S. and Canada inspected 35,080 vehicles for brake violations during the initiative from Sept. 16 to 22, 2018. A large majority had no "brake-related out-of-service conditions," the release said. However, in the remaining 14.1 percent, "inspectors found critical vehicle inspection items in the brake systems."

The safety alliance's 72-hour International Roadcheck in June 2018 had found brake violations to be "the top vehicle out-of-service violation." Meanwhile, a U.S. Federal Motor Carrier Safety Administration data snapshot — dated Sept. 28, 2018 — reported 1.04 million brake-related violations out of 2.38 million inspections, with a portion of those accounting for seven of the top 20 vehicle violations, the alliance news release noted.

This year's Brake Safety Week attempted to address those violations by raising awareness in order to reduce brake-related crashes.

The inspections also captured antilock braking system violations. For example, of 26,142 air-brake power units requiring ABS, 8.3 percent had ABS violations.

"Whether you're driving a commercial motor vehicle or inspecting one, we all know the importance of properly functioning brakes," safety alliance president Lt. Scott Carnegie, of the Mississippi Highway Patrol, said in the release.

The alliance partnered with the U.S. Federal Motor Carrier Safety Administration and the Canadian Council of Motor Transport Administrators on Brake Safety Week as part of the alliance's Operation Airbrake Program.



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## NEWS

# TV series features service techs

A field service technician from Alabama is among five Terex Service Center team members interviewed for a recent TV episode on the Lifetime Network.

Robert "Butch" Beach, a U.S. Air Force veteran and longtime Terex employee, took part in interviews for an episode of *Military Makeover: Operation Career*, which was scheduled to air on Dec. 20, said a news release from Terex Corporation, a global manufacturer of lifting and material processing equipment.

The episode was scheduled to air again on Dec. 25, Jan. 16, and Jan. 22 at 7:30 a.m. EST.

"I am honored that Terex thinks so highly of me and my contribution to the company," the release quoted Beach about his being included in the show's filming. "As a field service technician, I enjoy the flexibility to be my own boss, with control over my schedule and coordination of work responsibilities."

With Terex for nearly 25 years, Beach served 10 years on active-duty with the U.S. Air Force, then three years in the Air Force Reserve and Air National Guard. During his active-duty, Beach was a bomb transport specialist on war-time missions and an aerospace ground equipment technician when at home. He served during Operations Desert Storm, Desert Calm, and the Deny Flight in Italy.

"Military veterans with technical skills are a great fit with Terex Services. Terex needs diversely

talented shop technicians and mobile field service technicians to serve customers," said Richard Gunderman, vice-president for Terex Utilities. A veteran of the U.S. Marines, Gunderman has worked for Terex for more than 18 years.

Other Terex team members who participated in filming the *Military Makeover* episode were Travis Robinette, a shop service technician from Glen Allen, Va.; Wes Myers, shop service technician from San Antonio, Texas; and Amber Barrows, branch operations specialist from Lancaster, Pa.

With Terex for almost six years, Robinette served in the U.S. Army for 10 years, including three trips totalling 365 days to Iraq during Operation Iraqi Freedom.

A Terex employee for eight years, Myers spent nine years in the U.S. Navy as an air frame structural hydraulic mechanic and retired from the U.S. National Guard after spending 11 years as an aircraft electrician.

Another eight-year Terex employee, Barrows served in the U.S. Army for 2-1/2 years as a medical supply specialist.

The news release noted that as a female veteran transitioning to civilian work, it was important for her "to find an employer that was a good fit." Terex has been recognized as being among the best places to work for women, including a 2016 accolade from *Women Engineer* magazine.



Field service tech Robert "Butch" Beach was interviewed for an episode of *Military Makeover: Operation Career*.

Photo courtesy of Terex Corporation

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Wes Myers, shop service technician from San Antonio, Texas, is interviewed for an episode of *Military Makeover: Operation Career* on Lifetime Network. Filming took place at the new Terex Service Center in Lancaster, Pa.

Photo courtesy of Terex Corporation



## NEWS



The North American Commercial Vehicle Show returns to Atlanta this October.

## Big rigs confirmed for Atlanta trade show

**A**ll major Class 8 truck chassis manufacturers will return to the second iteration of biennial North American Commercial Vehicle Show this October in Atlanta.

Exhibiting for the first time will be Paccar Inc.'s Kenworth and Peterbilt brands, said a recent news release from the show organizers. Returning Class 8 exhibitors include Daimler Trucks North America's Freightliner and Western Star brands, Navistar's International brand, as well as Mack, Volvo, and Hino trucks.

The 2019 show takes place Oct. 28-31 at the Georgia World Congress Center.

"Since its 2017 launch in Atlanta, the NACV Show continues to impress the industry with its cutting-edge demonstrations of commercial vehicle innovations and technologies," the release quoted said Larry Turner, president and CEO of Hannover Fairs USA, which is co-organizing the event with Newcom Media. "We are excited to expand the event's footprint and offerings next year, and to continue to focus on the needs of a larger audience of fleet owners, fleet managers, fleet maintenance managers and other key decision makers from across North America."

The 2019 show will cover 530,000 square feet, up from 370,000 square feet the first time around. Organizers expect more than 500 exhibitors, compared with 439 in 2017.

Other confirmed exhibitors include Bendix, BorgWarner, Bosch, ConMet, Continental, Cooper Tire, Cummins Inc., Dana, Dorsey Trailer, Great Dane, Hendrickson, Holland, Hyundai Translead, Meritor, SAF Holland, Tenneco, Thermo King, Utility Trailer Manufacturing Co., Wabash, and WABCO.

Newcom Media president Joe Glionna noted in the release that the inaugural NACV Show received a Gold 100 Award from *Trade Show Executive Magazine*. "Again in 2019, we look forward to showcasing the industry's top OEMs and solutions providers and to featuring new product categories plus a variety of educational and tutorial sessions both on the floor and immediately before the show floor opens every day during the event," Glionna said.

The third version of the show has already been scheduled for Sept. 27-30, 2021.

For more information, visit [www.nacvshow.com](http://www.nacvshow.com).



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## COVER

# On the top of the world continued from cover

Today, Boyce, 41, is running her own business, PowerTech, in Juneau, Alaska. She specializes in power generation and heavy marine repairs, but she fixes anything and everything, from garbage trucks to fishing boats.

## Never-ending test

Succeeding on her own — and in the kind of place where supplies can take weeks to arrive and the weather can stop everything for days — is a kind of never-ending test that keeps Boyce hooked on her work.

“In Alaska, because the land is fighting you every minute of every day, the people who are there have made, by and large, a conscious choice to pay for the beauty that is living here by being willing to fight the land every day,” she said.

In some ways, Boyce was cut out for this work from the start.

Growing up in rural Washington state, and later in Hawaii, she was an independent kid who relished as much in competition with her two brothers as in dreaming up plans and projects for herself. Perhaps inspired by her father, an engineer, Boyce loved building with Legos and Erector sets.

“I was fascinated by building and destroying anything in the house that wasn’t plugged in,” she said.

She excelled in school, although she often felt out of place among her peers. But once she realized she wanted to spend her life working with her hands, things started to click in a place.

The final push toward a career as a diesel mechanic came when Boyce was working as a millwright at a paper mill. When the mill shut down, employees were offered retraining benefits. Boyce took the money and enrolled in the diesel technician program at Clark College in Vancouver, Wash.

## Quick study

She was a quick study, graduating in a little over a year with a near-perfect grade-point average. It was inopportune timing to head into the workforce — right as the Great Recession unfolded — but Boyce was fielding job offers left and right, from many of the biggest names in the industry. She knew many of those companies saw her as a way to diversify their ranks, and she was determined to prove that she’d do that — but also be among their top workers, regardless of gender.

“None of the dealerships I interviewed with had a female mechanic at the time, so I knew I’d be alone wherever I went,” she said.

She settled on a Caterpillar dealer in Portland, Ore., where managers quickly spotted her aptitude for electrical work and moved her to their generator division. After several years there, she decided to take her skills to Alaska, where the assignments she fielded for Caterpillar tested her mettle every day.

Going to the job site meant flying in to a remote village “in the middle of nowhere,” where someone was losing money every minute until their equipment was fixed — and paying a hefty price to bring in someone to do the work.

“There’s that pressure because of the investment,” Boyce said. “Am I good enough that people are going to say, ‘I’m glad I spent \$2,000 to get this girl in here?’”

Especially at first, Boyce encountered plenty of people who immediately assumed the woman who showed up to fix their equipment couldn’t possibly know what she was doing.

“Are you kidding me, a chick?” they’d say.

Later, once the work was done, many were apologetic — and grateful for her quick, proficient work.

“At the end, it’s like, ‘Let’s buy her a beer,’” Boyce joked.

## Striking out on her own

It didn’t take long for people around Juneau to figure out that Boyce wasn’t just a female mechanic that they weren’t expecting. She was a smart, level-headed professional whom they could trust with their

**“In Alaska, because the land is fighting you every minute of every day, the people who are there have made, by and large, a conscious choice to pay for the beauty that is living here by being willing to fight the land every day.”**

**— Nancy Boyce, PowerTech owner, Juneau, Alaska**

toughest repairs — and one they sought out once she left Caterpillar and struck out on her own.

With her own company, Boyce is focused primarily on the heavy marine field: boat engines, deep water coolers. She’s the only power generation tech on her team, and she works on a wide range of boats, from cruise ships to fishing boats, private yachts and boats used in the mining industry.

On land, she keeps busy fixing just about anything with a diesel engine, and plenty of things without: RVs, garbage trucks, vans. On her Facebook page, one grateful customer has high praise for Boyce’s skills rewiring two pizza ovens. Boyce also dedicates a fair amount of time helping people — particularly women — who are down on their luck and need help.

“Anyone with a generator who is freezing in the winter and needs power, I will pay for it myself,” she said.

Those pro bono efforts helped put Boyce on the “40 under 40” list of young professionals in Alaska. (She’s particularly proud of the fact that she’s the first woman in a blue-collar job to make the list, which she said is usually reserved for “political people and bankers” and other types of profession-



Nancy Boyce fixes everything from garbage trucks to fishing boats.

Photo courtesy of Nancy Boyce/PowerTech



Caterpillar’s first female field mechanic in Alaska, Nancy Boyce now runs her own business, PowerTech, in Juneau.

Photo courtesy of Nancy Boyce/PowerTech

als who work in office buildings, rather than out in the elements.

## Inspiring hope

In Alaska, Boyce said, anyone who does the kind of work she does frequently has to get creative. When something breaks, it might take three days for parts to arrive. If there’s bad weather, that three days can quickly become two weeks.

“The ingenuity of some of these truck drivers to make a truck run using anything — I’ve certainly learned some Band-Aid, limp-home tricks from my customers,” she said.

Boyce is hopeful her success will inspire other women to take up similar kinds of work. When she advises younger women, she doesn’t shy away from the harsh realities of being a trailblazer. She’s been teased, taunted and sexually harassed, made to feel

like she doesn’t belong in the kind of work that she’s excelled in for years.

But she says the payoffs make it all worthwhile. She recalled how her family and friends were incredulous when she first announced her plans to move to Alaska. They wondered aloud why she didn’t just get married, settle down, find a more predictable life.

She couldn’t believe they didn’t see her work as she did: a rare opportunity to hone the skills that can bring a broken-down machine — and someone’s livelihood — roaring back to life.

“I remember being shocked,” Boyce said. “Why would I get married when I could do this? I get a chance to be a hero.”

Erin Golden is a writer based in Minnesota.





# More effort needed to attract women to repair and maintenance vocations

ERIN GOLDEN

**W**hile other industries have moved closer to gender parity in recent decades, automotive and diesel maintenance remains very much a male-dominated industry.

Women account for less than 10 percent of the people working in automotive repair and maintenance, according to data compiled by the U.S. Bureau of Labor Statistics. The numbers for the industries that depend on service trucks are similar: in mining, construction and manufacturing, the percent of women in the workforce tops out at less than 30 percent.

With a combination of outreach, training and job connections, some companies and organizations are trying to push those numbers up.

Women Building Futures, a nonprofit group based in Edmonton, Alberta, offers training programs that introduce women to a long list of trades: carpentry, plumbing, electrical, steamfitting and pipefitting, welding and sheet metal. It also provides training for women seeking to become Class 1 drivers, among other automotive options.

The group works with employers to design the training — and set up internship opportunities that often

**"In terms of diversity, hiring women and other underrepresented groups isn't going to solve that issue. It has to be hand in hand with creating inclusive work environments."**

— Megan Bates, industry relations manager,  
Women Building Futures

lead to jobs. Western Truck Body, an Edmonton-based manufacturer, has hired more than 15 graduates of the program since 2004. Several have worked as welders.

Megan Bates, Women Building Futures' industry relations manager, said more than 90 percent of the program's graduates go to work in the field they've selected. And increasingly, she said, they are headed into workplaces that are doing more to ensure that everyone feels valued.

"In terms of diversity, hiring women and other underrepresented groups isn't going to solve that issue," she said. "It has to be hand in hand with creating inclusive work environments."

Particularly in industries where workers are scarce, companies are realizing that they must do more to attract a broad spectrum of workers — and acknowledge the issues that might be keeping them out. Bates said women frequently face barriers like childcare, or schedules that don't allow for the kind of flexibility needed to care for family members.

"If they want to attract 50 percent of the workforce that is here and local, they need to be coming to the table with solutions," she said.

Even a small jump in the number of women in some industries could have a massive impact. Looking at retirements anticipated across Canada in construction and related trades over the next five years, Bates said women could be key to filling those gaps. If just one percent of women went into those roles, they could fill 25 percent of the job vacancies, she said.

Erin Golden is a writer based in Minnesota.



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# Tariffs, trade and Trump discussed at conference

The only certainty is uncertainty, say attendees at CTEA gathering

STORY AND PHOTOS BY SAUL CHERNOS

**W**ill the North American Free Trade Agreement renegotiations ever reach fruition? Might the steel and aluminum tariff sideshow finally come to an end? The answer, according to trade insiders at the Canadian Transportation Equipment Association's annual manufacturers' technical conference in Toronto in October, is that uncertainty is the only certainty.

This past spring, in the heat of negotiations for a new North American Free Trade Agreement, the U.S. invoked Section 232 of the National Security Act to justify 25 percent tariffs on steel and 10 per cent on aluminum. Canada retaliated in July with similar measures and added a modest list of

consumer goods to the list.

The fast-brewing trade war led to price spikes and market volatility. Looking to prevent large volumes of relatively cheap U.S.-bound foreign steel from being rerouted northwards, and thus undercutting domestic prices, Canadian primary producers successfully lobbied for federal safeguard mechanisms. In October, the Canadian government announced temporary targeted relief from surtaxes collected on steel, aluminum and certain other imports based on market conditions such as supply shortages.

With this drama as the backdrop, Ottawa-based trade lawyer Wendy Wagner of Gowling WLG, and Candace Sider of



Photo by Saul Chernos

Session moderator Don Moore (left), director of government and industry relations with the Canadian Transportation Equipment Association, Candace Sider of Livingston International, and Wendy Wagner of Gowling WLG take part in a panel discussion on trade at the CTEA's annual manufacturers' technical conference.

Livingston International, a Fort Erie, Ont.-based customs broker, spoke on a panel addressing U.S.-Canada trade issues. Each described uncertainty as the new norm.

## Outside established rules

The use of security legislation "is not a normal or usual way to impose tariffs," Wagner said. "This is a common theme or pattern that we've seen — going outside the established rules."

Canada's objective in adding consumer goods was to put political pressure on strategic locations in the U.S., Wagner said, adding that an appeal to the World Trade Organization might help validate Canada's opposition to the tariffs although the body's decisions are non-binding. "The most that they can do is actually authorize retaliation by a country that's affected, which is something we've already done," Wagner said. Sider, Livingston's vice-president of regulatory affairs, said the current volatility is unlike anything she's witnessed in 37 years in the business. "Our world is definitely changing," she acknowledged.

The Canada Border Services Agency is monitoring imports that are subject to new surtaxes, and all parties to cross-border transactions need to know the rules, properly record transactions and understand documentation such as a product or material's certificate of origin, Sider said. "You need to really understand what your supply chain looks like. Global supply chains are not as nimble as we all wish they would be, and oftentimes it's very difficult to change your routing on very short notice," she explained.

While the U.S. mid-term elections concluded two weeks after the CTEA conference, with Democrats capturing Congress, Wendy Wagner pointed out that Republicans used to support free trade while Democrats tended to support labor and domestic industry, but seemingly entrenched positions are no longer guaranteed. "We're in a complete upside-down world. I don't have a lot of confidence that a change in administration will necessarily alter this current path of managed trade," Wagner said.

## Rise of populism

In a keynote address, Rona Ambrose, who was a cabinet minister in the former Canadian government led by the Conservative Party, portrayed Trump's election and the rise of populism as "probably some of the most fascinating stuff" she's seen in politics. "Whether it's Brexit, or Donald Trump, or the fact that a 31-year-old is now the new chancellor of Austria, or President Macron in France starting a brand new political party out of nowhere and winning the entire election with a massive majority in a matter of months. Are we going to see that happen (in Canada) with Maxime Bernier's new People's Party?"

What's important, Ambrose said, is to understand why populists are succeeding. "I personally believe, from watching for many years, that it happened because those who are in power frankly abuse the institutions that all of us have a lot of trust in. The rise of Trump is just a reflection of that."

Ambrose urged her audience to not push the panic button. "Everybody in business is trying to wrestle with how to decipher what information out there actually matters — what is true, what is relevant, or is it just another tweet by the most powerful man in the world," Ambrose said. "We've seen a complete realignment of politics in the U.S., and frankly globally. Nothing's what it used to be and nothing is what it seems right now."

Still, Ambrose attributed some logic to what's going on. "I would suggest to you that these guys are not crazy, they're not unpredictable, they're extremely strategic, and they know exactly what they're doing with these trade wars. They're creating this level of uncertainty for a reason — because it benefits them."

## Optimism expressed

Manufacturers attending the conference expressed optimism that trade frictions will be sorted out. Geoff Williams, executive vice-president with Eveley International, a Hamilton, Ont. manufacturer of trailer axles and suspensions, said he hopes NAFTA's renegotiation spells an end to the tariffs.



Byron and Brandon Eveley flank Geoff Williams, executive vice-president of Eveley International, at the company's booth at the table-top trade show at CTEA's annual conference.

Photo by Saul Chernos



**"Everybody in business is trying to wrestle with how to decipher what information out there actually matters — what is true, what is relevant, or is it just another tweet by the most powerful man in the world."**

— Rona Ambrose, former Conservative Party of Canada cabinet minister

Keynote speaker Rona Ambrose, a former Canadian cabinet minister, chats with Greg Grabinsky, the CTEA's president and vocational sales manager for Peterbilt Canada.

continued on page 14



## FREE TRADE

### Tariffs, trade and Trump

continued from page 13

“This whole trade war thing — nobody ever wins,” Williams said. “We need to get back to a global market. If it’s not going to be China, it’s going to be Turkey, and if it’s not going to be Turkey it’s going to be India, and if it’s not going to be India, it’s going to be somebody else. There’s always going to be that low-cost provider.”

Based in Troy, Michigan, Meritor Trailer Products does business in Canada and Mexico, and OEM account manager Mike Guay said a renegotiated NAFTA will mean little if the tariffs remain in place. “We’ll have to wait for the next tweet to find out for sure,” Guay said. “Right now there’s no rules. Anything can happen.”

Parker Hannifin, based in Cleveland, Ohio, makes hydraulic components, pumps, and valves as well as Chelsea-brand power take-offs. George Artem, truck products sales manager for Canada, said the tariffs have resulted in price increases on some imports but his company hasn’t felt the degree of pain companies tied to the automotive sector have experienced. “Last year we were up approximately 15 to 16 percent, and this year is about the same — we’re up about 10 to 15 percent.”

TSE Brakes has its head office in Cullman, Alabama but assembles in San Luis Mexico and does business globally, so NAFTA and tariff issues are significant. “We pay the tariff once, and then we pass it on to the customer,” said Alain Mineault, Canadian sales manager. “I don’t know where this is going, actually nobody really does. We’re living in very interesting times, so everything is a surprise. But at the same time nothing is a surprise.” The CTEA’s 2019 conference takes place Sept. 30 to Oct. 2 in Mont-Tremblant, Que.

Saul Chernos is a writer based in Toronto.



Dave Bajzert and George Artem of Parker Hannifin take in the CTEA conference.

**“You need to really understand what your supply chain looks like. Global supply chains are not as nimble as we all wish they would be, and oftentimes it’s very difficult to change your routing on very short notice.”**

— Candace Sider, vice-president of regulator affairs, Livingston International

**“Last year we were up approximately 15 to 16 percent, and this year is about the same — we’re up about 10 to 15 percent.”**

— George Artem, truck products sales manager for Canada, Parker Hannifin



**“We pay the tariff once, and then we pass it on to the customer. I don’t know where this is going, actually nobody really does.”**

— Alain Mineault, Canadian sales manager, TSE Brakes

## AEM NEWS

### Hall of Fame honors tractor innovators



John Steiger



Douglass Steiger



Maurice Steiger

The co-founders of tractor makers the Steiger Manufacturing Company have been inducted into the Association of Equipment Manufacturers Hall of Fame.

John Steiger and his sons, Maurice and Douglass, initiated the trend in high-powered agricultural tractors, “with an articulated design not previously available in large-scale farming equipment, which contributed to greater efficiency and increased production,” said a news release from the AEM announcing the induction.

The AEM Hall of Fame recognizes outstanding individuals in the off-road equipment industry. AEM president Dennis Slater said in the release that the Steigers were honored “for their vision, creativity and contributions to our industry and quality of life.”

The Steigers’ farm in Red Lake Falls, Minn., had grown so large by the late 1950s that it needed a more powerful tractor, the AEM news release noted. “Not finding what they wanted, the Steigers built one to

meet their needs during the winter of 1957-58 in a previously abandoned dairy barn.”

Douglass Steiger, described as a “mechanical wunderkind” despite lacking formal engineering or draftsmanship training, designed the machine, which was built with improvised tooling, off-the-shelf components, and parts of other machines.

“With a lime-green paint job and new tires, Steiger #1 did the work of all three of their smaller tractors, cultivating a then-unprecedented number of acres in a day.”

In 1963, the Steigers officially went into the tractor business. By the end of the 1970s, they had produced 10,000 tractors. Tenneco, then the parent of Case IH, bought the Steiger company in 1986. Case IH still sells Steiger Series tractors to this day.

AEM Hall of Fame nominations are open year-round. More than 55 industry leaders have already been inducted since 1993.

For more information, visit [www.aem.org/HallofFame](http://www.aem.org/HallofFame).

### AEM elects officers and directors

The Association of Equipment Manufacturers has announced its officers and board of directors for 2019.

The new chair of the AEM is John D. Lagemann Sr., a vice-president of sales and marketing with the agriculture and turf division of Deere & Co. Joining Lagemann as officers of the AEM are vice chair Jeffrey R. Reed, president and CEO of Reed International/VSS Macropaver; agriculture chair Gerald D. Johnson, president of the farm, ranch and Agriculture division of Blount International Inc.; construction equipment chair Steven W. Berglund, president and CEO of Trimble Inc.; treasurer Todd H. Stucke, senior vice-president of marketing for product support and strategic projects with Kubota Tractor Corp.; and secretary Dennis J. Slater, AEM’s president.

They were elected at the AEM’s recent annual business meeting, the association said in a December news release.

“AEM could not succeed and grow without the dedication of its volunteer leadership and active member participation,” Slater said in the release. “They help ensure AEM delivers quality results that continue to strengthen member companies and the industries they serve.”

Also elected were 12 members of the AEM’s board of directors, a dozen directors to the association’s agricultural sector



John Lagemann now chairs the AEM.

board, and 11 directors to the AEM’s construction equipment sector board.

They include executives from such industry giants as Vermeer Corp., Parker Hannifin Corp., Caterpillar Inc., Doosan Bobcat Inc., Link-Belt Cranes, Volvo Construction Corp., Komatsu America Corp., Terex Corp., JCB Inc., and Mahindra USA Inc.

AEM’s more than 1,000 member companies include dozens of service truck body and accessory manufacturers. Headquartered in Milwaukee, the AEM has offices in Washington, D.C., Ottawa, and Beijing.

For more information, visit [www.aem.org](http://www.aem.org).



# Compressor maker welcomes students

Photos contributed

**S**tudents from a nearby high school recently toured the plant of a B.C.-based air-compressor manufacturer.

VMAC Global Technology Inc. hosted 24 students from Dover Bay High School at its facility in Nanaimo on Vancouver Island in late October, the company said in a news release.

Accompanied by their instructor Roxanne Boyko and Jordan Perrault, a project manager at the Construction Foundation of B.C., the students toured VMAC's production areas, including its foundry, custom shop, and engineering and assembly areas.

"It's our pleasure to show students the prosperous manufacturing industry in Canada. Many young women and men aren't aware of the abundant opportunities within manufacturing, and we are happy to help open those doors," the release quoted Stuart Coker, VMAC's director of operations.

The tour marked VMAC's participation in the Canadian Manufacturers & Exporters Manufacturing Month.

Manufacturing contributes 10.4 per cent to Canada's gross domestic product and employs 1.73 million people across the country, the news release noted.

"The manufacturing industry is constantly evolving and there will always be a need for smart, hardworking people. It's possible that the high school students who visit us on these tours will be the same people leading VMAC in the future," Stuart said.

VMAC, which stands for Vehicle Mounted Air Compressors, designs and manufactures mobile air compressors and multi-power systems that are often used on service trucks and vans. The company has more than 300 dealers across North America, the U.K., Europe, the Middle East, Australia, and New Zealand.

In business for over 30 years, VMAC recently celebrated the second anniversary of its foundry, which poured its first casting in November 2016.

"Having a full-time foundry supervisor, with decades of expert technical knowledge in foundry operations that include manual mold, core and pattern making, metal casting and furnace operation, etc., has allowed VMAC to produce castings in-house that contribute to problem solving, design efficiencies and production support," said Sandra Amador, VMAC's director of continuous improvement.

VMAC has been named a finalist in Canada's Best Managed Companies for 2019. The winners will be announced in March with the awards presented in April.



Students tour the VMAC facilities in Nanaimo in October 2018.



VMAC employees receive training at the company's foundry, which began operation in November 2016.

## Fuel efficiency changes costly, says white paper

**M**aking significant changes to fuel efficiency standards will cost jobs and put investments at risk, says a recent white paper from the Motor & Equipment Manufacturers Association.

"[T]he Trump administration's preferred choice of zero percent increases year-on-year through 2026 would result in a loss of 67,000 direct automotive industry jobs," said a news release from the association quoting the white paper, which cites IHS Markit analysis. "This would result in an overall industry loss of 500,000 direct, indirect and induced jobs by 2025 in comparison to the employment levels supported by the augural standards."

The paper cites "two solid economic reasons" for the U.S. ensuring continued progress in emissions standards: "investments by U.S. companies and continued job growth."

The paper argues that changing standards now "would strand investments and move them overseas, and also would leave America behind in the global race to fuel-efficient vehicles."

"It is not an overstatement to assert that U.S. companies' ability to compete could be set back a decade," the white paper adds.

For more information, visit [www.mema.org](http://www.mema.org).

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BY DAN ANDERSON

# SPEC MY TRUCK

## Born To Work

Two service trucks are designed to work as hard as their operators

**J**im Dovicsak of Trafford, Pa., is 70 years old and admits he's "slowing down." He doesn't work on Sundays anymore.

"I worked at a Cat dealership till I was 57, then retired and went full-time with the moonlighting I'd always done while I worked at the dealership," he says. "I was born to work. I don't have any hobbies, never got into hunting or fishing. I tried golf, but couldn't make money at it so I just went back to working. I had a pacemaker installed when I was 68. The doc had to slow down my pacemaker because every time I see a service truck my heart speeds up."

The two polished black service trucks Dovicsak and his son, Jim Jr. (a.k.a. "Jimmy"), run would increase the heart rate of any field mechanic. Their "big truck" is a 2015 Mack medium-duty chassis with a Cummins 9.0 liter diesel engine, carrying a 14-foot-long Maintainer service body equipped with DualLock drawers. ("They're fantastic," says Dovicsak.) A 10,000-pound-capacity Maintainer crane with 25-foot reach sits atop the right side of the body.

"We really like the remote control for the crane," says the elder Dovicsak. "Jimmy is really good with it. If we have to use the crane inside a building where there's not room to swing it, he'll get the crane off its cradle outside the building and point it behind the truck, then sit in the cab of the truck and back it in while he uses the remote control to move the crane around to squeeze it where we need it."

A Miller Trailblazer Air Pak engine-driven welder/air compressor/generator sits atop the left side of the service body, along with a Vanair Tiger hydraulic-drive air compressor. Dovicsak and his son generally use the Miller's engine-driven compressor for normal use to avoid running the Tier 4 Cummins at idle for extended periods of time, although they fire up both compressors for extreme work.

"We've got sockets up to six inches, and one-and-a-half-inch impact wrenches to run them," he says. "If we're both using the big air guns it takes a lot of air. Running both compressors gives us up to 60 cfm when we need it."

A second service truck is outfitted as a lube truck, but also handles their "light" repair and diagnostic work.

"It's a 2017 Dodge Ram 5500 with a 11-foot-long Maintainer service body and their low-mount crane," says Dovicsak. "I didn't want a full-size lube truck, so we worked with Maintainer to custom-build the service body with a steel frame and aluminum doors to be both a

smaller lube truck and service truck. We bought the new cab and chassis here at home, then drove it out to Maintainer's factory in Iowa. We spent a lot of time there, working with them, getting the body design exactly like we wanted it. They were fabulous. They figured out how to give us 40-gallon tanks, a pump system with hoses on reels, along with a sucker system with hoses on reels for waste oil. We're done lugging buckets of oil around. It works fantastic."

Once the Dovicsaks and Maintainer settled on the custom design of their new service body, they returned to Pennsylvania while the body was built and installed. When it was finished,

**"The doc had to slow down my pacemaker because every time I see a service truck my heart speeds up."**

— Jim Dovicsak, Trafford, Pa.

Maintainer drove the gleaming black truck to the annual Work Truck Show in Indianapolis where it was displayed at the Maintainer booth.

"It drew a lot of attention," says Dovicsak. "People were really interested in a lightweight lube truck, plus, it's pretty eye-catching. We went to the show, and after it was over we drove our new truck home and put it to work."

The new truck allows the Dovicsaks to dispatch the right truck to each job. Big jobs like pulling the engine from a D8H Caterpillar bulldozer so it can be rebuilt in their shop earn the larger Mack service truck. Lube work and smaller jobs, especially jobs focused on reading codes and diagnosing computer-related issues, get the smaller Dodge.

"We can team up on big jobs, or split up for smaller jobs," says Dovicsak. "Having two trucks with different capabilities has really increased our efficiency, helps us get more work done. I like working. I have no-o-o plans to retire. What could I do that would be more satisfying than working on equipment?"



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.



The Dovicsaks run two service trucks, on a Ram chassis (left), and on a Mack.



Smaller truck (left) serves as a lube truck while the Mack focuses on the bigger jobs.



Air-line reels and air-powered tools stored nearby.



# 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](mailto: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.



Compartment keeps chains at the ready.



Hose reels are stored in a compact space on the smaller truck.



DualLock drawers are "fantastic," says the senior Dovicsak.



Jim Dovicsak Sr.'s heart speeds up at the sight of a service truck.



Vanair Tiger hydraulic-drive compressor provides extra power for extreme work.



Six-inch impact socket dwarfs hefty 1.5-inch drive air impact wrench.



DualLock drawers holds massive sockets.



Truck carries variety of sockets.



Maintainer custom built the lube and waste oil tanks.



# WORK TRUCK SHOW PREVIEW

## New conference to focus on innovation

**T**he new Manufacturer and Distributor Innovation Conference, which makes its debut at the 2019 Work Truck Show this March in Indianapolis, promises a wealth of ideas for body builders, truck manufacturers, distributors, and upfitters of all sizes.

The conference, taking place March 5, aims to expose those in the industry to the latest technology and techniques for improving manufacturing efficiency, says a recent news release from show organizers, the National Truck Equipment Association. The innovation conference and the Work Truck Show will be held in the Indiana Convention Center.

"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," Doyle Sumrall, the NTEA's managing director, said in a news release.

The new conference includes a keynote address as well as general sessions on such topics as welding as a core competency, using government programs to improve productivity, building a mentoring culture, how lean approached



Doyle Sumrall



Jeff Messer

can foster innovation, and processes for attracting and training workers.

For example, Jason Scales, business manager education with Lincoln Electric, and Matt Schroeder, engineering manager with Stellar Industries Inc. will present "Welding — More than a Piece of Equipment and a Welder" on March 5 from 9:30 to 10:45 a.m.

Another of the sessions — "Increase Productivity, Quality and Profits with Existing Employees" — will be presented by former NTEA president Jeff Messer of Messer Truck Equipment, Ranae Stewart of Purdue Manufacturing Extension Partnership, and Shannan Vlieger of Douglas Dynamics. It takes place 1:30-2:30 p.m. on March 5.

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 and shop floor measurements basics.

For more information, visit [worktruckshow.com/innovationconference](http://worktruckshow.com/innovationconference).



"Fleet Technical Congress provides fleet managers from all over North America an opportunity to learn from each other and share best practices about maximizing fleet performance."

— George Survant,  
senior director of fleet relations, NTEA



George Survant, the NTEA's senior director of fleet relations, opens the inaugural Fleet Technical Congress held in conjunction with the 2018 Work Truck Show in Indianapolis.

File photo by Keith Norbury

## Fleet congress ready for encore

**T**he Fleet Technical Congress, which made its debut at the 2018 Work Truck Show, is returning again to Indianapolis for the show's 2019 iteration.

The congress promises to help fleet managers learn about new technologies and processes so they can "find sustainable, creative solutions to enhance fleet operations for years to come," said a news release from show producers, the National Truck Equipment Association.

Unlike last year, however, those registering for the congress can also attend sessions at the longstanding Green Truck Summit, also happening on the opening day of the Work Truck Show, March 5.

Both the summit and the congress happen at the JW Marriott Hotel, adjacent to the Indiana Convention Center, site of the Work Truck Show itself.

"Fleet Technical Congress provides fleet managers from all over North America an opportunity to learn from each other and share best practices about maximizing fleet performance," said George Survant, NTEA senior director of fleet relations, who will again emcee the congress. "In addition, attendees will hear how some of the industry's top performers are leveraging new technologies to develop long-term solutions."



Retired fleet manager Claude Masters, of Claude Masters Fleet Consulting, moderates a panel discussion at the 2018 Fleet Technical Congress.

The Work Truck Show runs May 5-8, with the exhibition hall of the convention center open May 6-8.

The congress kicks off at 8:30 a.m. with a welcome and opening remarks, followed at 8:45 by a keynote address. (The keynote speaker had not been announced by press time).

Several sessions are scheduled for the remainder of the day, which also includes a combined congress-summit lunch at 12:15 and a reception at 5 p.m. after the last of the sessions.

Among the items on the agenda for the congress are the following:

- **Restoration and Disaster Recovery Planning: Being Your Team's Hero** — a panel moderated by Claude Masters, principal of Masters Consulting, and including Sara Burnam, fleet management director with Palm Beach County; and Joe Suarez, senior director of fleet services with Florida Power & Light Co.

- **Designing Your Next Work Truck — Make it an Acquisition, Not a Purchase** — featuring Adam Duran, program manager, and Lauren Lynch, researcher/mechanical engineer, both of the National Renewable Energy Laboratory; and Mike Britt, CEO of MG Britt Inc.

- **Critical Considerations for Restoring Equipment Without Wheels** — with Bill Burns, fleet and facilities maintenance manager for SWACO; Kevin Beaty, president of YUNEV; Michael McDonald, senior director of sustainability and government affairs for UPS; and Chris Nordh, senior director of advanced vehicle technologies for Ryder System Inc.

For more information, on the congress, visit [worktruckshow.com/fleettechnicalcongress](http://worktruckshow.com/fleettechnicalcongress).



## See you at the show

**S**ervice Truck Magazine will again travel to Indianapolis to take part in the annual Work Truck Show.

For marketing manager Nick Moss, it will be his sixth straight visit to the show. He'll be accompanied by editor Keith Norbury, who is going to the show for the fifth time.

"WTS is a one stop shop that enables attendees to connect with manufacturers, upfitters and end users involved in the mobile service and repair sector," Moss said. "There are some excellent educational opportunities that offer formal learning sessions that backstop the informal networking that benefits almost everyone that attends. It's a first-rate show for anyone wondering about making the investment in time to attend I'd say go, you won't regret it."

For more details about the Work Truck Show, and complete schedules, visit [www.worktruckshow.com](http://www.worktruckshow.com).



Nick Moss checks out the new Hino class 8 chassis unveiled at the 2018 Work Truck Show.





# WORK TRUCK SHOW PREVIEW

## WORK TRUCK SHOW Q&A

KEITH NORBURY

**Editor's note:** In advance of the 2019 Work Truck in Indianapolis in March, we reached out to Steve Carey, president and chief executive officer of the National Truck Equipment Association, which organizes the annual event. He took time from his hectic schedule just before the holidays to give us thoughtful written answers, which we're publishing here.

### STM: How are preparations coming along for the 2019 Work Truck Show?

Carey: Along with a sold-out exhibit hall, debut of Manufacturer and Distributor Innovation Conference, combination of Green Truck Summit and Fleet Technical Congress, introduction of New Exhibitor Pavilion, this year's educational program and a variety of special events, we're looking forward to the 2019 Show. Learn more about new offerings to expect at [worktruckshow.com/new](http://worktruckshow.com/new).

### STM: How many attendees are you expecting, and what do you base that projection on?

Carey: We have found it's difficult to predict final attendance numbers this far in advance, but hope to continue the attendance growth trend experienced over the last several years. Our continuous focus is to stay on the pulse of the industry through attendee feedback, member visits and industry benchmarking to develop a Work Truck Week that's a must-attend for anyone in the work truck industry. This enables us to provide an event that helps attendees and exhibitors grow their businesses and enhance operations, while keeping in mind potential effects of outside factors, such as weather, that can influence attendance closer to the timeframe.

### STM: New to the show this year is the Manufacturer and Innovation Conference. Why has the show added that conference, and why are you launching it in 2019?

Carey: This new conference was developed based on requests and suggestions from industry professionals. Curriculum focuses on process improvement, strengthening organization and work throughput, and building your workforce through knowledge transfer and training within industry. The event addresses an ongoing effort to highlight best practices, new ideas and innovative solutions for work truck industry manufacturers and distributors.

### STM: A show like WTS is a huge undertaking. How many people does the NTEA employ in organizing and putting on this event?

Carey: We currently have a staff of 36 people who dedicate time to planning and executing the Show each year. We also work with outstanding vendor partners — both pre-Show and on-site — to produce this event.

### STM: What can you tell us about how much it costs to organize and run the Work Truck Show?

Carey: The resources required to produce an event of the caliber of The Work Truck Show are tremendous and represent the single largest investment the Association makes each year for the industry.

NTEA president and CEO Steve Carey answers our questions about the 2019 Work Truck Show



### STM: I didn't notice a New Product Spotlight for the 2019 show. Has that been discontinued? If so, why?

We are pleased to continue our New Product Spotlight and Green Product Showcase programs this year. Featured exhibitors and products are identified in our interactive floor plan at [worktruckshow.com/explore](http://worktruckshow.com/explore) as well as December–February issues of NTEA News. The floor plan also highlights companies in the Productivity and Fuels Pavilion and New Exhibitor Pavilion.

### STM: As NTEA's president and CEO, what do you find most interesting or exciting about the 2019 WTS and why?

Carey: The Work Truck Show continues to evolve and innovate in response to the demands of our member companies. Our goal for the event is to provide a platform to help companies be successful, which is very well aligned with the mission of NTEA. Each year, more and more industry businesses and organizations use this week to launch new products, host meetings and networking events, and provide training. For instance, as part of the 105th Purdue Road School Transportation Conference and Expo, a select number of classes are being held at Indiana Convention Center in conjunction with the Show. Such offerings represent and validate how important these days together in Indianapolis are to the industry.

### STM: Will the Work Truck Show return to Indianapolis in 2020? If not, what will be the show's location for that year and in coming years?

Carey: The Work Truck Show will return to Indianapolis March 3–6, 2020, for the 20th anniversary of The Work Truck Show. Sessions begin March 3 and the exhibit hall is open March 4–6. As there are significant complexities in scheduling an event as large as The Work Truck Show, the date pattern is typically announced approximately two years in advance. NTEA will be sharing confirmed schedules beyond 2020 early next year.

### STM: What can you say about 2019 President's Breakfast speaker Jeffrey Gitomer? He's not as well-known as previous speakers like Jay Leno or Terry Bradshaw.

Carey: Jeffrey Gitomer is a dynamic speaker who will provide business insights and takeaways for those in the audience that morning. There may be a few surprises yet to be announced, so you will need to stay tuned.

### STM: What else would you like to stress about the 2019 Work Truck Show?

Carey: The Work Truck Show begins with a full day of education and networking on Tuesday, March 5. New this year, manufacturers and distributors can learn how to improve manufacturing efficiency and business results using the latest techniques and technology at Manufacturer and Distributor Innovation Conference. A special session, *Lean 101: Straightforward Approach to Lean Implementation for Truck Equipment Upfitters*, is also scheduled for Tuesday.

Fleet Technical Congress and Green Truck Summit will run concurrently on Tuesday. For the first time, registrants will be able to switch back and forth between



The exhibition hall for the 2019 Work Truck is expected to draw a crowd as it did in 2018.

Photo courtesy of the NTEA

the two popular conferences, based on which educational session topics interest them, throughout the day. A combined reception will be held following the last general sessions.

Concurrent educational sessions, including exclusive OEM truck updates, take place Tuesday afternoon. The opening reception Tuesday evening at Lucas Oil Stadium gives professionals from across the industry a chance to network in a fun environment.

Educational opportunities continue Wednesday morning, with concurrent sessions available, as well as the special session *Fleet Management 101*. NTEA's Generation Next hosts a Leadership Workshop and Networking Reception: How to Become a League of Your Own from 3 to 5 p.m. The exhibit hall opens at 10 a.m. and features the industry's newest products, equipment and technology developments, as well as The Work Truck Show Ride-and-Drive outside. Each year, exhibiting companies use The Work Truck Show as a platform for launching new trucks, components and equipment. Multiple press conferences will be held on the exhibit floor, and we're looking forward to seeing the latest innovations that will be released to the industry.

The New Exhibitor Pavilion will be open Wednesday and Thursday. This new, dedicated space showcases companies exhibiting at the Show for the first time. It opens an hour before the main exhibit hall to give attendees extra time to discover something new.

Thursday kicks off with President's Breakfast & NTEA Annual Meeting. Also on Thursday, attendees can register to attend *Purdue Road School, LTAP Fleet Educational Program: The Blizzard of 2039*, or the special session, *The Toyota Kata Journey — Daily Practice for Scientific Thinking, Mindset and Culture*. Concurrent educational sessions, exhibit hall and Ride-and-Drive opportunities continue on Thursday.

On Friday, attendees can explore the more than 500,000-square-foot exhibit floor one last time to find the latest trucks, bodies, equipment and technology. They'll also have the chance to speak directly with management, sales and engineering teams in manufacturers' booths to get technical solutions and advice.





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THE ASSOCIATION FOR THE WORK TRUCK INDUSTRY



# WORK TRUCK SHOW PREVIEW

## Service body-related firms at 2019 Work Truck Show

*Dozens of service body manufacturers and makers of accessories for service trucks are among the exhibitors at the 2018 Work Truck Show in Indianapolis this March.*

### They include the following:

Altec Industries (2401)  
APSCO (1132)  
ARB 4x4 Accessories (5638)  
Auto Crane Company (3119)  
Auto Truck Group (4691)  
Bedrock Truck Beds (5307)  
Bezares USA(2529)  
Blue Ridge Manufacturing (2101)  
Boss Industries LLC (3059)  
BrandFX Body Company (3259)  
Buyers Products Co. (2129)  
Canadian Transportation Equipment Association (5949)  
CargoGlide (5791)  
Chelsea Products Division (3011)  
CM Truck Beds (2415)  
Compressed Air Systems LLC (3163)  
Coxreels (4690)  
CTech Manufacturing (319)  
Dakota Bodies (4481)  
Decked LLC (4397)  
Dejana Truck & Utility Equipment Co. Inc. (5291)  
Diesel Laptops (725)  
DirectDrive Plus LLC (821)  
Eberspaecher/Espar (1037)  
Eby Truck Bodies (4159)  
EZ Stak LLC (5767)  
Future Line Manufacturing (5859)  
Getec Inc. (920)  
Go Power! (5758)  
Hannay Reels Inc. (5646)  
Heavy Motions Inc. (5784)  
Highway Products Inc. (5301)  
Hippo Multipower (2535)  
Hyva Corporation (409)  
Iowa Mold Tooling Co. Inc. (3139)

IXS Coatings/Line-X (5839)  
J&J Truck Bodies (3459)  
Knapheide Manufacturing Company (3741)  
Kussmaul Electronics (517)  
Liftmoore Inc. (4539)  
Lincoln Electric Company (N11)  
Maintainer Corp. of Iowa Inc. (3519)  
Miller Electric Mfg. Co. LLC (4189)  
Monroe Custom Utility Bodies Inc. (3268)  
Morgan Corporation (4947)  
Morgan Olson (4939)  
Muncie Power Products (3221, 3227)  
National Commission for the Certification of Crane Operators (5583)  
NTEA — Association for the Work Truck Industry (3400)  
Palfinger North America Group (3559)  
Palmer Power & Truck Equipment (741)  
Power-Packer (4781)  
Pride Bodies Ltd. (241)  
Ramsey Winch (3127)  
Ranger Design Inc. (4991)  
Reading Truck Group (5149)  
Rearview Systems LLC (513)  
Reelcraft Industries Inc. (5084)  
RKI Inc (3427)  
Rockport Commercial Vehicles (201)  
Royal Truck & Equipment Inc. (5606)  
Rugby Manufacturing Co. (3001)  
Sage Oil Vac Inc. (3067)  
Samlex America (720)  
Sortimo by Knapheide (3739)  
SpaceKap (322)  
SpitzLift Manufacturing (425)  
Stahl Truck Bodies (3019)  
Stellar Industries Inc. (3267)  
Supreme – A Wabash National Company (1531)

Taylor Pump & Lift (2971)  
Terex Utilities (5359)  
Thunder Creek Equipment (5783)  
Tiger Cranes / Service Trucks International (4351)  
Truck Accessories Group (5139)  
TruckCraft Corp. (709)  
TruckOffice (809)  
Utilimaster Corp. (3049)  
Vanair Manufacturing Inc. (3467)  
Venco Venturo Industries LLC (3411)  
VMAC — Vehicle Mounted Air Compressors (3577)



*Tiger Lee of Spirit Miller Northeast polishes a service truck at the Maintainer of Iowa stand shortly before the doors to the exhibition hall open at the 2018 Work Truck Show in Indianapolis. Maintainer is among many service truck makers returning as exhibitors to the 2019 show.*

*File photo by Keith Norbury*

Warner Bodies (4271)  
Western Mule Cranes (1043)  
Wilcox Bodies Ltd. (5651)  
Work Truck Solutions (5685)  
WW Engineering Inc. (2439)

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# WORK TRUCK SHOW PREVIEW

## Good welders *continued from cover*

### Challenge for industry

“We’ve got to start challenging ourselves and industry about how we are going to attract that next worker,” said Jason Scales, business manager for education at Lincoln Electric Company in Cleveland, Ohio. “Who is that next worker, what are their needs, their wants, their talents? How are we going to train them and educate them and keep them engaged in manufacturing?”

To find and keep welders — and to run a successful company — in the 21st century requires creativity and a willingness to accept change. Scales said those are both priorities at Lincoln Electric, a place where the tradition of teaching welding is particularly strong.



**“We’ve got to start challenging ourselves and industry about how we are going to attract that next worker.”**

— Jason Scales, business manager for education, Lincoln Electric Company

The company has the world’s longest continuously operating welding school in the world, training more than 250,000 welders since it opened in 1917. During World War II, the facility was the first to train a class of female welders.

For years, Scales said, the training and the jobs that followed remained much the same.

“Thirty years ago, when manufacturers needed a welder, how they welded and what they welded was very similar,” he said.

But in recent decades, the demands of industry and the explosion of technology have transformed the job.

### New materials, new techniques

Truck body manufacturers are building with lightweight materials that require new techniques. Gas metal arc welding, or GMAW, involves hundreds of mode weld sets that require as much work on a computer as on the material itself. A welder’s well-honed skills for one manufacturer

or industry may not match up with what another company needs.

That heightened level of specificity has expanded possibilities for welders and welding. But Scales said it’s also exacerbated the shortage of welders trained for the positions industries need. Unless welding training programs and companies are equipping welders with up-to-date, industry specific skills, there won’t be enough of the right workers to fill all the empty jobs.

“People say students don’t have the right skills, or you might hear, ‘The local trade schools are not producing somebody I can hire,’” he said. “Welding is becoming specialized in nature with the techniques and processes certain industries are using.”

For some manufacturers, the solution to that problem may be building or expanding an in-house welding program. Matt Schroeder, engineering manager for Stellar Industries Inc., said his company has been using that approach for several years.

“We found we needed to put a weld program in to really take weld from more of an art to a science, make things repeatable within our own organization, and figure out how to teach this so we can build our own people into expert welders,” Schroeder said.

### Work Truck Show session

Schroeder and Scales are scheduled to speak about that idea and more in a presentation on welding at the Work Truck Show in Indianapolis this March.

A service truck body manufacturer based in Garner, Iowa, Stellar has built welders out of people who previously had no experience — but who had the right kind of skills and interests. Schroeder said people who can pay attention to detail and learn to read and understand an engineering print often can become strong welders.

“It’s (about) helping them define or understand what the goal is,” Schroeder said. “It’s not ambiguous, it’s very controllable; it’s so controllable that we can teach a robot how to do it.”

Companies seeking to boost their own training programs can look to local schools and colleges, as well as industry associations like the American Welding Society, Schroeder said. But more important than



**“We found we needed to put a weld program in to really take weld from more of an art to a science, make things repeatable within our own organization, and figure out how to teach this so we can build our own people into expert welders.”**

— Matt Schroeder, engineering manager, Stellar Industries Inc.

the outside support is the buy-in of the organization itself. He said Stellar has focused on the opportunities that come with better welding training, rather than the expense — and has found plenty of reasons to be pleased with the tradeoff.

### Training efficiencies

In-house training has given Stellar more control over the products it builds and a constant opportunity to fine-tune its operations on multiple levels.

“The better quality of our parts meant that our equipment went together better, we spent less time re-working or re-welding components that without this would have caused assembly challenges,” Schroeder said.

That’s made for efficiencies across the company, from savings on paint to fewer warranty issues. Schroeder said customers see the difference.

“I think they appreciate the fit and finish of the part, the dependability of the product,” he said.

Even with the in-house training program, Schroeder said the search for welders is constant. With so many jobs to fill, companies and training programs are also evolving to attract young workers who might initially dismiss the idea of a career in welding.

Scales said Lincoln Electric partners with a variety of youth organizations, including the Boy Scouts, Girl Scouts, and the FFA (formerly Future Farmers of America), to show young people the opportunities that exist in manufacturing — including in welding. Girl Scouts on a trip to visit the company got an up-close look at robotics and a chance to get their laser-cut picture frames, made as they watched.

“I think those are the ways we’re really going to start getting the next generation excited,” Scales said. “They’ve got to understand it’s not a dirty, dingy, old, crusty job.”

### Welding turns high-tech

And unlike in the past, welding jobs can easily be a good fit for someone with an aptitude for computers. Scales recalled manning his company’s booth at a student career fair and beckoning over a passing student to talk about welding.

The young man shook his head, telling Scales he was a computer programmer, not a welder.

“I said, ‘Well, you know, buddy, we need you too,’” Scales replied.

“We have the largest printed circuit board manufacturing center in Ohio, we have web-based programs,” he said. “It’s high technology and I need computer programmers who can help us adapt and develop.”

Scales said he’d like to see more welding teachers spending time visiting companies in the industry to see how the work is evolving — and vice versa. He said it’s clear everyone working to train and employ welders need to work together to make a dent in the shortage.

For companies like his to thrive, he said, ignoring the problem isn’t an option.

“If we don’t have good welders, we don’t have Lincoln Electric.”

**Jason Scales, of Lincoln Electric, and Matt Schroeder, of Stellar Industries Inc.,** will present “Welding — More than a Piece of Equipment and a Welder” during the inaugural Manufacturer and Distributor Innovation Conference at the 2019 Work Truck Show in Indianapolis. Their session takes place Tuesday, March 5 from 9:30 to 10:45 a.m.

*Erin Golden is a writer based in Minnesota.*



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# WORK TRUCK SHOW PREVIEW

## Green summit zeroes in emissions

**T**he Green Truck Summit at the 2019 Work Truck Show will focus on new technology as well as “the continued emphasis on achieving zero emissions” of the work truck industry, says a news release from the show organizers, the National Truck Equipment Association.

This year’s summit, held in conjunction with the show’s Fleet Technical Congress, kicks off at 8:30 a.m. on March 5 with opening remarks followed at 8:45 a.m. by a keynote address from Carlton Rose, president of global fleet maintenance and engineering for United Parcel Service.

The summit and technical conference sessions continue throughout the day on March 5 at the JW Marriott Hotel in Indianapolis adjacent to the Indiana Convention Center, which is the venue for the Work Truck Show. Unlike last year, when the technical conference made its debut, show registrants can attend sessions of either conference. They can also attend sessions of the new Manufacturer and Distributor Innovation Conference happening March 5 at the convention center as well as Work Truck Show concurrent educational sessions that day at the center

(An all-day special session — Lean 101: Straightforward Approach to Lean Implementation For Truck Equipment Upfitters — requires separate registration.)

The exhibit hall for the Work Truck Show itself is open from March 6 to 8.

“Green Truck Summit provides the best and most comprehensive opportunity for fleet managers, truck equipment distributors, upfitters and truck dealers to discuss clean energy technologies and fuels directly with industry thought leaders and decision-makers,” Doyle Sumrall, NTEA managing director, said in a recent news release. “The work truck industry is constantly striving to keep up with ever-changing technology. Attendees can use the knowledge and resources gained at this event to help them minimize negative environmental effects while maximizing vehicle performance, sustainability and efficiency.”

Summit keynote speaker Carlton Rose is no stranger to Indianapolis, having worked there earlier in his career as a UPS truck loader while obtaining his associate’s degree in automotive/diesel technology at Lincoln Technical Institute in the early 1980s. He

began his professional career with UPS in 2002 as vice-president of automotive engineering in the Southeast region, eventually serving in that role for all U.S. operations before moving into his current job three years ago.

Green Truck Summit sessions include the following:

- Industry and Government in Flux: Evolving Supply, Technology and Government Positions — presented by Michael Berube of the U.S. Department of Energy’s Vehicle Technologies Office, and Tod Hynes of XL Hybrids.

- Truck Electrification: No Longer a Science Project — presented by Jim Castelaz of Motiv Power Systems.

- Electric Infrastructure Development — led by Jonathan Ells of NYC Fleet, Don Francis of Clean Cities Georgia, Mike Roeth of the North American Council for Freight Efficiency, and Paul Stith of Black & Veatch.



Carlton Rose

For a full schedule of Green Truck Summit sessions, visit [worktruckshow.com/greentrucksummit](http://worktruckshow.com/greentrucksummit).



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# WORK TRUCK SHOW PREVIEW

## Loyalty expert to deliver keynote

**S**ales guru Jeffrey Gitomer will be the keynote speaker at the President's Breakfast at the 2019 Work Truck Show in Indianapolis.

Described on the Work Truck Show website as "a creative, on-the-edge writer and speaker," Gitomer has authored such bestsellers as *The Sales Bible*, *The Little Red Book of Selling*, *The Little Black Book of Connections*, and *The Little Gold Book of YES! Attitude*.

At the Work Truck Show, Gitomer "will discuss loyalty satisfaction, encouraging attendees to rise above industry challenges, maintain a reputation of trust and find satisfaction in a job well-done."

He often presents seminars and training programs on those themes for blue chip companies such as Coca-Cola, Caterpillar, General Motors, and IBM. His other work includes partnering on a daily podcast, *Sell or Die*, with Jen Gluckow that receives more than 100,000 monthly downloads. Gitomer's *Sales Caffeine* email newsletter, meanwhile, goes out to more than quarter million people weekly.

Still, he's not nearly as well-known as other recent President's Breakfast speakers like Jay Leno or Terry Bradshaw.



Jeffrey Gitomer

Gitomer did, however, earn notoriety over a decade ago for being banned by then US Airways for writing a critical article about the airline and for abusive behavior toward employees, the *New York Times* reported in 2004. Gitomer "quietly apologized" and was reinstated as passenger that November. He admitted to the paper that he had been a "lousy customer."

By all accounts, all was forgiven and in 2008 Gitomer was inducted in the Speaker Hall of Fame of the National Speakers Association.

The 2019 President's Breakfast and annual general meeting of the NTEA — the Association for the Work Truck Industry, which organizes the Work Truck Show, starts at 7:30 a.m. on Thursday, March 7.

A special ticket is required for the event.

The 2019 Work Truck runs from March 5 to 8 at the Indiana Convention Center.

For more on the show, visit [www.worktruckshow.com](http://www.worktruckshow.com).

## Pavilion features new exhibitors

**N**ew exhibitors will have a space of their own for the first time at the 2019 Work Truck Show in Indianapolis this coming March.

The New Exhibitor Pavilion is a new dedicated space that showcases first-time exhibitors at the event, which takes place from March 5 to 8 at the Indiana Convention Center, notes a show fact sheet. The pavilion itself will open March 6-7, the same dates as for the main exhibition hall but an hour earlier each day.

Held in rooms 137-139, the new pavilion will be located just outside the main entrance to the exhibition hall.

The new exhibitors include Lincoln Electric Company, Bulldog Winch Co. LLC, Cardone Industries, Vista Manufacturing Inc., Baril Coatings USA, Marvel Industrial Coatings, Flaps Up LLD, Pipe Break USA, NorthStar Battery Company, and Yoder Oil Co. Inc.

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# Manufacturers mark their own special day

MATT JONES

**T**his past October marked only the second time that Kansas-based Summit Truck Bodies has participated in Manufacturing Day. But it has already become an important event for the company, said plant manager Chris Walter.

Summit, headquartered in Wathena, got involved in MFG Day, as the occasion is known, through the chamber of commerce in nearby St. Joseph, Mo., of which Summit is a member.

"They'll start having meetings with some of the other manufacturers in the area that are interested," Walter said. "From there, they'll get lists of all the local kids and schools and tech schools that are going to be participating. They'll work out the logistics and the amount of kids that will be coming to each location."

The National Association of Manufacturers created Manufacturing Day in 2012 as a national effort to promote the manufacturing industry. It is held the first Friday in October.

## Breaking down barriers

MFG Day is intended to address common misperceptions about the industry and to demonstrate what the industry actually is, as opposed to its public image. Walter said the industry has evolved over time, even if the larger public hasn't necessarily noticed the changes.

"I try to break down that barrier," Walter said. "I tell them that manufacturing in this day and age is completely different than it was for your father, your grandfather, your great-grandfather. It's not a dark, dingy environment. There are several opportunities, whether you're interested in welding or painting, all the way up to human resources to purchasing. It's not just welding and painting and turning wrenches that everybody, in my opinion, assumes that is manufacturing."

Tony Farmer, collision repair and refinishing instructor at Hillyard Technical School, noted that a visit to the facility can be eye-opening — even for students studying to be a part of the industry.

"When you walk in there to these facilities, and they're clean and organized, it's just unbelievable," Farmer said. "When a student walks into that, they're in awe. That's probably the biggest thing, is just getting them into the facility to see what else is out there."

Students have a choice of manufacturing outfits to visit, depending on their interests or what they're studying in school. Students interested in welding, painting, and assembly might visit Summit, while those interested in stamping and machining might visit another manufacturer in the area.

## Opportunities abound

Summit's most recent MFG Day efforts began with a presentation on the history of both the company and the event. That

included a pitch from Walter about the opportunities in the industry. From there, the students were assigned guides to take them through tours of the plant.

"We showed them the raw material that came in the plant and what we eventually turned it into," said Brent Thompson, product development designer and tour guide. "We walked them through step-by-step what the material went through — the design process, the metal forming, the brake work, the laser-cutting, into the weld bay to assemble all the components. Then over into final assembly where they could actually see all the components being bolted on to the truck."

Among Summit's products are hydraulic cranes for use on service bodies. After the tour, students could visit a crane station set up, complete with electronics and software that the students could test out — under the careful supervision of several trained operators including Thompson.

"They had an opportunity to run the product that we were actually building, and to see the cranes in action," Thompson said. "Those cranes are designed and built here in-house and installed in-house, so that was another aspect where they could see everything from the start to finish and then operate it after it was done."

For the visiting students, MFG Day provided a chance to see the practical application of what they have been learning. That experience can be invaluable, Farmer said.

"We had just completed refinishing," Farmer said. "When they walked in, they started hearing terms like mill thickness, spraying techniques, one coat/two coat coverage, different mixing ratios — they knew exactly what they were talking about. It put a lot of value in what we teach. All their schooling, it's all starting to make sense now. Now you know why we do what we do."

## An employee's market

Farmer noted that it is currently an employee's market — with body shops, manufacturers and painters all desperate to find the right people. To that end, MFG Day acts as an effective workforce development program for Summit, which also has an internship program. MFG Day provides a direct way to let students learn about it.

"It's a great opportunity for everybody," Walter said. "It's very rewarding. I would encourage everybody to get involved with their chamber or whoever is putting that on. You could go and do it yourself too if your local chamber of commerce isn't up to participating."

Thompson added that vocational trades have become increasingly valuable in the last 20 years or so.

"The immediate value you can get out of going through a trade school and getting into the manufacturing industry is a lot higher than it used to be. It's good to see program like MFG Day that actually get kids' eyes opened up to it."

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



## Kansas truck body maker cites benefits of introducing students to the industry



Students examine a high-end service truck on display for Manufacturing Day at Summit Truck Bodies.

Photo courtesy of Summit Truck Bodies

**"I tell them that manufacturing in this day and age is completely different than it was for your father, your grandfather, your great-grandfather. It's not a dark, dingy environment. There are several opportunities, whether you're interested in welding or painting, all the way up to human resources to purchasing."**

**— Chris Walter, plant manager, Summit Truck Bodies**



Students visiting Summit Truck Bodies during Manufacturing Day were able to follow the complete fabrication of hydraulic crane parts for service trucks, from the raw materials to a finished product, and could even try operating them.

Photo courtesy of Summit Truck Bodies

**"We showed them the raw material that came in the plant and what we eventually turned it into. We walked them through step-by-step what the material went through — the design process, the metal forming, the brake work, the laser-cutting, into the weld bay to assemble all the components. Then over into final assembly where they could actually see all the components being bolted on to the truck."**

**— Brent Thompson, product development designer, Summit Truck Bodies**



## NEWS

## Body maker hires marketing specialist

**S**ervice body maker Stellar Industries Inc. has added creative marketing specialist Ashley Christopherson to its team.

In her new role, Christopherson will promote the Stellar brand and product lines through social media, websites, videos, email campaigns and sales materials, said a news release from the company, which is based in Garner, Iowa.

Christopherson also takes over some of the duties — including advertisements and graphic design — of long-time Stellar communications manager Donna Popp-Bruesewitz, who left in June after more than 20 years with the company. Popp-Bruesewitz is now marketing director for Milkhouse



Ashley Christopherson

Candle Company, headquartered in nearby Osage, Iowa, according to her LinkedIn profile.

Christopherson comes to Stellar from Iowa State University where she earned a bachelor's degree in biological/pre-medical illustration.

A resident of Garner, she is a huge sci-fiction fan who spends most of her free time playing video games, reading, or painting.

"I'm most looking forward to the variety of projects I will be working on and the diverse group of people I will meet along the way," Christopherson said in the news release. "I'm also excited to learn more about the broad range of products Stellar produces."



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

File photo by Keith Norbury

## Heater maker buys French firm

**E**berspaecher, a German-based developer and supplier of vehicle heating systems and related products, has acquired Kalori SAS, a climate control specialist based in Lyon, France.

The acquisition will enable Eberspaecher to boost "its strategic focus on vehicle climate control for special markets," said a news release.

Kalori produces air-conditioning and ventilation systems for commercial and special vehicles. Its customers include leading manufacturers of those vehicles, the release said.

Kalori generated nearly 22 million euros in revenue in 2017-2018, the news release said. The company has a staff of about 150.

"Our objective in making this acquisition is to open up new markets and strengthen our volume customer business," the release quoted Dr. Jörg Schernikau, chief operating officer of Eberspaecher Climate Control Systems.

Eberspaecher North America is headquartered in the Toronto suburb of Mississauga, Ont. The company also has a manufacturing facility in Wixom, Mich.

One focus of the company's growth will be on the North American free trade region of Canada, the U.S., and Mexico, the release said.



## Texas company announces acquisition

**S**age Oil Vac Inc. has acquired Femco Drain Solutions.

The new acquisition has been the authorized North American dealer since 2013 for Netherlands-based Femco Drain Technology's drain plugs and accessories. It offers more than 500 drain plugs and accessories as well as oil evacuation systems.

"Femco is the leading name in drain plugs and accessories, so we are excited to become the authorized dealer in North America, particularly since it aligns well with the products and services we offer at Sage Oil Vac," Sage Oil Vac CEO Aaron Sage said in a news release announcing the acquisition. "We also want to emphasize that all Femco Drain Solutions operations and team members will come under the Sage Oil Vac brand, so current customers should expect no changes in the products, pricing and customer service they have always received. The only real change is the company name."

Both Sage and Femco Drain Solutions are based in Amarillo, Texas.

For more information, visit [www.sageoilvac.com](http://www.sageoilvac.com).



Julie de Leeuw, sales and marketing rep for Femco Drain Solutions, demonstrates the company's Speed Click system for fluid drains at ConExpo 2014 in Las Vegas.



Aaron Sage, president of Sage Oil Vac Inc., staffs the company's booth at ICUEE 2017 in Louisville.

## Executive retires after four decades

**A** senior executive with Muncie Power Products is retiring after 40 years with the company.

Chris Fancher, senior vice-president of IT and administration, was scheduled to retire at the end of December, Muncie said in a news release just before this edition went to press.

His name is "synonymous with the Muncie Power brand," the release said, adding that his "professional and personal standards" helped form Muncie's culture and the company into "a quality organization that is well respected in our industry and our community."

Since his career with Muncie began in 1978, Fancher has held such positions as shipping and receiving clerk, bench assembler, accounting clerk/manager, internal auditor and inventory control, data processing manager, corporate controller, vice-president and corporate controller, senior vice-president of finance and administration, and the position he held at retirement.

During his career, Fancher worked with many leaders within Muncie, the most influential being longtime president Hamer Shafer, who died in 2009.



Chris Fancher





## New mechanics body series takes off

**L**oad King LLC has launched a new trademarked Voyager Series of high-performance mechanics bodies.

The new series consists of the Voyager 1 mechanics body, for lighter trucks not requiring a commercial driver's licence; the Voyager II mechanics body; and the Voyager P service body for propane marketers, said a recent news release from Load King, which is a wholly-owned subsidiary of Custom Truck One Source.

The Voyager 1 and II bodies each feature a "state-of-the-art" modular control system with pushbutton control panel, an LCD diagnostic monitor, CTech drawer sets, and a custom-designed cab guard, the release noted. Load King's full lining coverage and chrome plated handles, meanwhile, provide "supreme corrosion protection."

Rail gear is optional on both those models.

The Voyager P features a tri-axis sensor for easy leveling, Rumber bed floor for no-slip bed access, a removable pipe vice attachment, and aluminum side rails.

The Voyager Series is the latest addition to Load King's vocational collection, which was introduced with new and enhanced trailer lines in 2017, the release said.

"We brought several lines in-house in order to meet the needs of our customers. The vocational collection paired well with Load King's iconic trailer portfolio and strong reputation for quality manufactur-



The Voyager Series from Load King includes two mechanics trucks and propane service truck.

ing," the release quoted Fred Ross, Custom Truck's chief executive officer.

Ben Link, Load King's executive vice-president of production and supply chain, said that since Load King joined Custom Truck in 2017, it has deliberately expanded its product offering beyond trailers, "to further position the company as the only single-source equipment provider in the industry."

For more information about Load King, which has produced trailers and other heavy equipment since 1956, visit [www.loadkingtrailers.com](http://www.loadkingtrailers.com).

More information about Custom Truck One Source, headquartered in Kansas City, Mo., is available at [www.customtruck.com](http://www.customtruck.com).

## New lube skid unveiled

**M**aintainer Corporation of Iowa Inc. introduced an expanded line of lube skid models at the 2018 Work Truck Show in Indianapolis this March.

The new lube skids, which now come in eight standard models, have been redesigned to save weight and are "relatively low profile," said a news release from the manufacturer, which is based in Sheldon, Iowa.

Depending on the model, each skid is 49 or 55.5 inches high. Its footprint measures 42 inches wide and 75.5 inches long, or 93.5 inches long with the grease kit.

"We are excited to offer a high-quality lube skid option at a competitive price," Tom Wibben, Maintainer's director of sales and service, said in the news release. "Plus, we will now have standard models in stock ready for quick order turnaround."

Features of the new lube skid include a new aluminum air manifold for pump operation, 55-gallon composite tanks, options for a 110-gallon evacuation tank or 120-pound grease kit, and filtered breathers on the product tanks.

The oil systems feature 5:1 air pumps and half-inch by 50-foot spring rewind hose reels. The one-inch waste oil hose has a filter screen, 30-foot spring rewind reel, and a one-inch air diaphragm waste oil pump.

"The dispenser holders also serve as a drip containment, with one central drain. Metered nozzles and in-line heavy duty filters can also be added as options," the release noted. "The filter heads have visual indicators to show when the element needs replacing."

A single quick-connect air coupler on the rear of the unit is the only supply needed. Forklift pockets at both ends of the skid ease loading and unloading. The unit also has four heavy-duty tie-down/lifting rings.

For more information, visit [www.maintainer.com](http://www.maintainer.com).



Maintainer's new lube skids have been redesigned to save weight.



Matt Cloutier (in red) of Maintainer of Iowa discusses the features of a service truck on display at the 2018 Work Truck Show with Mark Ortman (left) and Russell McDorman of Ortman Drilling of Kokomo, Indiana.

Photo by Keith Norbury

## New trucks models promise weight savings

**N**ew 2018 JJ model mechanics trucks from Maintainer Corporation of Iowa Inc. were shown off at the company's Work Truck Show stand in Indianapolis in March 2018.

The company also promoted enhancements to its Signature Series trucks, such as the side-step access on the workbench bumper, said a news release from the manufacturer. In tandem with a redesigned handle, the feature enables improved "three point access" to the center deck.

"The side-step access is now standard on the Signature Series," said Tom Wibben, Maintainer's director of sales and service. "Strip lighting can also be added for improved visibility in darker conditions."

Another improvement adds about 60 percent more space in the transverse bar storage area on Class IV and V bumpers. The bumpers' corner caps are now made with 12-gauge stainless steel to improve corrosion resistance. A reinforced vice/grinder plate is optional.

"The changes that might not be so obvious are designed to take weight out of the body, yet maintain or improve overall product strength," Wibben said.

Aluminum has replaced galvanized material in the shelving of all models. One-ton units will now have compartments with a 14-gauge A60 galvaneal rolled deck plate top shell, similar to the two-ton units. The stronger, more rigid material saves weight because it needs less reinforcement for mounting compressors and welders.

"Another source of weight savings comes in our new hydraulic reservoir tanks," said Wibben. "The composite material has better corrosion resistance and saves about 80 pounds from our traditional steel 28-gallon tanks. Overall, our new features save approximately 254 pounds on the weight of our standard Signature Series 1 spec."

A new pedestal compartment design also appears on the JJ trucks. The design, which allows more room in the compartment, also features adjustable shelf options.

Maintainer is also improving its lube trucks, offering product tanks of 45 to 400 gallons on its new and stronger "8D" design, the release said. That design was introduced last year on large "oval" tanks. Smaller tanks can be built with aluminum, providing weight savings, superior corrosion resistance, and "improved site gauges."



## New cord reels have NEMA 4 rating

**T**he new L NM400 series cord reels, from Indiana-based Reelcraft Industries, are rated for indoor and outdoor use, says a news release from the manufacturer.

The L LM400 reels, which have a NEMA 4 rating from the National Electrical Manufacturers Association, include guide arms that are adjustable every five degrees over a 270-degree arc, the release said. That allows "for the exact configuration to suit a wide range of applications."

A containerized drive spring, meanwhile, enables "safer, easier handling during maintenance." The reels have heavy duty cast aluminum design and powder coat finish, which combine to make the reels rugged and corrosion-resistant.

For more information about Reelcraft, which is headquartered in Columbia City, Ind., visit [www.reelcraft.com](http://www.reelcraft.com).



L NM400 series cord reels feature containerized drive springs.





## COVER

"It's been a strong year for us," Aaron Rayner, marketing manager with Ramsey Industries, told *Service Truck Magazine*.

### Actual growth experienced

Based in Tulsa, Ramsey maintains several subsidiaries which held their own — Auto Crane, Ramsey Winch, and Eskridge, the latter of which makes helical pile and planetary gear drives in Olathe, Kansas.

"2016 and 2017 were harder for a lot of industrial manufacturers," Rayner said. "A lot of people were cutting back and downsizing, but Auto Crane and Ramsey Industries didn't experience any of that. We actually experienced growth."

Rayner attributes much of this to an aggressive sales team introducing and marketing new product in order to define itself against the competition.

"We continued to gain new business as well as claim more existing market share from competitors," Rayner said. "Our work-ready truck initiative has really taken off,

especially with the inclusion of the Titan Armor option that protects against rust, nicks and damage from the elements."

Ramsey also worked to push its new NexStar Connect telematics system into the market, so the company's attitude was clearly forward-looking.

"Our lead times for product go well into the first and early second quarter of 2019," Rayner said. "I don't want to use the word backlogged, but it does explain how busy we are."

Not that Ramsey was unaffected by the year's many disruptors, including tariffs slapped on steel (25 percent) and aluminum (10 percent). "I don't think anybody in our industry is unscathed by that and I'm sure they'll all be happy when there's a solution for it," Rayner said.

### Sunbelt sales strong

Based in Cincinnati, Venco Venturo Industries produces cranes and hoists for work trucks. "Business is outstanding," president

**"We continued to gain new business as well as claim more existing market share from competitors."**

— Aaron Rayner, marketing manager, Ramsey Industries



Brett Collins said. "Sales are strong all over the country but primarily in the Sun Belt — Florida and Texas are some of our strongest states."

Collins names states where he's placed the most pins in a map on his wall. There's at least one pin in most states, with some exceptions in the upper midwest.

"There's a lot of service truck competition centred in that area, especially in Iowa, the Dakotas, Minnesota and the Upper Mississippi River Valley, so I don't concentrate as hard there because I don't have as many strong distributor partners like I do down south or in Texas or the East Coast markets," Collins said. "It's not as strong as it could be but it's OK."

In his best-performing regions, Collins highlighted particularly strong verticals, including oil, gas and propane, and said municipalities also have good budgets.

"I think it's just general economic conditions. There's been a lot of consolidation. That's a definite sign that there's a lot of successful companies that have a lot of money to spend and invest. This has been the craziest mergers and acquisitions envi-

ronment I've ever seen."

Collins said recent interest rate hikes are long overdue, but he worries about their overlap with price increases from the tariffs. Still, he's optimistic. "Barring any unforeseen political or social event I think we're going to see similar growth rates through the end of 2019 and into 2020."

### Bakken prospects rising

To the north, prospects for the Bakken oil region may be on the rise. David Flynn, head of the school of business and economics at the University of North Dakota, has watched oil vault into top spot in the state, alongside agriculture, and he forecasts continued moderate expansion in 2019.

"The issue up here is you have a significant amount of extra demands placed on things like wholesale manufacturing and transportation, in particular, as you try to get more goods into oil producing areas and get oil out of oil producing areas," Flynn said.

Flynn recalls a significant dip in activity around 2014-2015, but says conditions sta-



**"Sales are strong all over the country but primarily in the Sun Belt — Florida and Texas are some of our strongest states."**

— Brett Collins, president, Venco Venturo Industries

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**"Automation is becoming more prevalent in many truck equipment facilities with robotics, automated fabrication equipment, and more. As the skilled labor market continues to be challenging, more automation should be expected."**

**— Doyle Sumrall, managing director, NTEA**

bilized. The downturn helped producers in the Bakken realize they can manage with oil prices below \$50 per barrel because fracking doesn't have the same cost structure as conventional drilling.

"Even as oil prices went down oil production stayed strong in North Dakota, and in many cases continued to increase because of the cost factors for specific wells," Flynn said. "If you're producing in one of these geological sweet spots, your cost was very low for getting oil out of the ground, so with a lower cost structure you didn't need oil at \$90 or \$95 a barrel in order to continue production."

Agriculture has also remained strong despite trade uncertainties and some price levelling, Flynn said, adding that trade within North America and with China account for more than 80 percent of North Dakota exports. "If we could get some of the trade issues resolved, that would improve outlooks."

### Infrastructure tailwinds

At the Association of Equipment Manufacturers, president Dennis Slater said his sector has benefitted from a strong overall economy, with considerable road-building and other infrastructure projects. "That really created a tailwind for 2018 for us," he explained.

With tariffs, it may become increasingly difficult to avoid passing costs on to customers. "That's getting to be a bigger issue out there," Slater said. "We're starting to hear rumblings of the increasing cost of production becoming their main concern, they're talking about that more often now."

Trade issues notwithstanding, Slater anticipates 2019 will remain strong for his sector. "A lot of the fundamentals are there for continued growth. You'll still have a lot of machines out there that need to be replaced," he said.

Slater also sees the Democrats gaining control of Congress as a positive because the party tends to support infrastructure renewal and that issue tends to be bipartisan. "They just have to have the resolve," he said. "It's just a matter of how are we going to pay for this, how are we going to do this."

In November, General Motors announced plans to close six plants in late 2019, including four in the U.S. and one in Canada. While entire communities will be affected, Slater said evolving automotive trends are key.

"GM has made some brave decisions on what they need to do to be competitive in the long term," Slater said. "They're selling more trucks now than cars and they're making more bets on electrification and things in that regard."

Factor in low unemployment levels, with some employers having trouble attracting skilled workers, and Slater said he anticipates a continued need for training programs and public awareness that manufacturing jobs have become information and computer driven and often well-paying.



**Suzy Léveillé, Canadian Transportation Equipment Association general manager, says the closure of a General Motors plant in Ontario is going to send a message to the Canadian government.**

### Trade movement sought

With GM closures including its automotive plant in Oshawa, Ont., near Toronto, Canadian Transportation Equipment Association general manager Suzy Léveillé said the challenges will be significant at the local level and she's hoping for movement on trade and tariff issues.

"The good thing that comes out of it is that the government is probably going to listen more about the trade and tariff impact that we are living with, with steel

and aluminum prices," Léveillé said, noting that Canada heads into an election year with Prime Minister Justin Trudeau's Liberal government seeking re-election. "GM closing is going to send a very big signal to the government."

South of the border, Mike Kastner, a managing director with the National Truck Equipment Association, said the mid-terms should have a fairly minimal impact on regulation. "The new House may hold more hearings on motor vehicle safety and environmental issues, but any possible passage by the House of new regulatory mandates would face an uphill battle in the Senate."

### Expect more electrification

In announcing the closures, GM cited increased demand for electric vehicles and other new markets. Doyle Sumrall, a fellow NTEA managing director, noted that electrification is clearly finding its way into all aspects of trucks and truck equipment and he expects this trend will continue. "Automation is becoming more prevalent in many truck equipment facilities with robotics, automated fabrication equipment, and more. As the skilled labor market continues to be challenging, more automation should be expected."

Sumrall added that automation and intelligence are also coming to trucks and truck equipment. "Self-braking and lane-keeping stand out as examples. The utilization of smart controls on equipment and intelligent interfaces are accelerating and expected to achieve wide utilization and acceptance in the marketplace. This trend will continue and is moving faster than the government can react, so we also expect regulations will follow."

**"A lot of the fundamentals are there for continued growth. You'll still have a lot of machines out there that need to be replaced."**

**— Dennis Slater, president, Association of Equipment Manufacturers**



Steve Latin-Kasper, NTEA's director of market data and research, said U.S. economic and commercial truck industry growth expectations are positive for 2019, though the rate of growth is expected to decelerate over the year. "Production capacity is near its limit in many industry segments, and that is likely to be exacerbated by labor constraints and a stretched supply chain. We anticipate a slowing is likely in the next two years but do not see indications of a significant recession at this time."

Employment prospects are also very good, Latin-Kasper said. "The issue is the shortage of people qualified to fill the open positions. This will likely become an even greater challenge in 2019 as baby boomers continue to leave the labor market."

*Saul Chernos is a freelance writer based in Toronto.*



**"Production capacity is near its limit in many industry segments, and that is likely to be exacerbated by labor constraints and a stretched supply chain. We anticipate a slowing is likely in the next two years but do not see indications of a significant recession at this time."**

**— Steve Latin-Kasper, director of market data and research, NTEA**

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## APPOINTMENTS

## Welder maker names new VP

**L**incoln Electric Holdings Inc., whose products include welders and related accessories for service trucks, has a new executive vice-president.

David J. Nangle was appointed to the position effective July 19, the Cleveland-based company said in a news release.

Nangle will also continue to serve as president of Lincoln's Harris Products Group segment, which manufactures metal working products for brazing, soldering, welding, cutting, and gas-distribution industries.

"Dave's strong leadership has been invaluable in advancing Harris towards commercial and operational excellence," the release quoted Christopher L. Mapes, Lincoln Electric's chairman, president and chief executive officer.

Mapes added that the announcement recognizes Nangle's "successful track record and the value he has created for all of our stakeholders." (Lincoln trades on the Nasdaq exchange under the symbol LECO.)

Nangle joined Lincoln in 1979 and 20 years later was named president of the Harris Calorific subsidiary, which in 2006 merged with J.W. Harris Co. to create the Harris Products Group.

"His organizations' efforts have resulted in a significant improvement in segment profitability and operational efficiency in the last five years," the release said. *Industry Week* magazine recognized those achievements in its 2012 nationwide Best Plants competition.

Lincoln has 63 manufacturing locations in 23 countries as well as a network of distributors and sales offices that cover more than 160 countries.

For more information, visit [www.lincolnelectric.com](http://www.lincolnelectric.com).



David Nangle

## Equipment dealer appoints safety director

**M**innesota-based Aspen Equipment has hired Ron Lamprecht as director of safety, compliance and development.

Lamprecht, who has worked for companies with multiple locations and with Occupational Safety and Health Administration entities, "is a great match for Aspen," the company said in a recent news release.

"My continuous safety plan will reach across departments to encourage communications, engage employees, and promote safety in every facet of Aspen's operation," the release quoted Lamprecht.

Headquartered in Bloomington, Aspen has satellite facilities in Omaha, Neb., and Ankeny and Davenport, Iowa.

Lamprecht said he will use "an interactive training style" to promote employee development continually and encourage dialogue about safety.

"It's my experience that people learn best when training reminds and reinforces what was learned in previous sessions, so I plan to implement ongoing training until

it becomes engrained into employees' thought processes for a safer and more productive work environment," Lamprecht said.

Aspen president Todd Foster described Lamprecht as "highly proficient" in environmental, health, safety and security and that his experience, training, and education in those areas "will contribute to the company's dedication to safety and career development."

A family owned company founded in 1926, Aspen builds, sells, rents, and services commercial equipment for construction trades, utilities, railroads, and governments. As a truck equipment manufacturer and installer, Aspen represents more than 40 product lines, including service mechanics bodies and hi-rail trucks, from various manufacturers.

For more information, visit [www.aspenequipment.com](http://www.aspenequipment.com).



Ron Lamprecht

## Compressor maker names new rep

**C**ompressor manufacturer VMAC Global Technology has appointed Robert "Bob" Morel as the company's dedicated territory representative for Quebec and Ontario.

"We see a lot of potential in these provinces and want our dealers and customers to have better access to their dedicated representative," VMAC sales manager Jim Raymond said in a news release announcing the appointment. "Bob's close proximity to Ontario and his ability to serve clients in both French and English make him a great fit for the Quebec and Ontario region."

Until now, Ontario was part of a territory that covered Alaska and all Canadian provinces and territories outside of Quebec.



Bob Morel

Employed by VMAC since 2013, Morel has over 25 years experience in compressed air systems and energy conservation, including as a consultant with B.C. Hydro Power Smart and Hydro Quebec. He also worked with the Canadian Standards Association on standards for testing compressed air systems.

"I look forward to meeting and working with each and every dealer in Ontario," Morel said. "I'm happy to lend my expertise wherever possible and am confident we'll do great work together."

Headquartered in Nanaimo, B.C., VMAC stands for Vehicle Mounted Air Compressors.

For more information, visit [www.vmacair.com](http://www.vmacair.com).





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## NEW PRODUCTS

## New rivet tool promises pop

**M**ilwaukee Tool has added a new rivet tool to its trademarked M12 cordless platform.

The new tool, available in April, rivets twice as fast and with 65 percent less muscle effort than a hand tool, says a news release from the manufacturer.

It also eliminates pneumatic hose maintenance and can pop stainless steel rivets of up to 3/16th of an inch.

"When you take the time to consider the sheer amount of rivets needed during pre-fab, assembly, and field install work it's hard to believe that many users still rely upon hand tools that strain the wrists," the release quoted senior product manager Eric Rusch. "Moreover, users who aren't using hand tools are turning to pneumatic and have to deal with the ongoing maintenance of hoses and compressors."

The M12 rivet tool uses a Scotch yolk mechanism, which is much smaller than a traditional ball-and-screw mechanism, "allowing the tool to deliver a huge amount of force in a more compact and shorter package," the company says.

The tool is powered by trademarked RedLithium batteries and can pop various materials, include aluminum and steel.

The rivet tool also features a retention nose piece and on-tool nose-piece storage.

For more information on Milwaukee products, visit [www.milwaukeetool.com](http://www.milwaukeetool.com).



The M12 rivet tool uses a Scotch yolk mechanism.

## Rattle-free shelves unveiled

**A** new generation of shelving from Ranger Design Inc. provides "a sturdy and customizable workspace," says a news release from the manufacturer.

The "durable and rattle-free shelves" also enable better efficiency and organization to increase productivity, said the release from Ranger, which is headquartered in Montreal.

Created with aluminum extrusions, the new steel shelving increases a vehicle's payload. Shelf trays, built from marine-grade plywood, have a dynamic load capacity of 200 pounds.

Ranger has pre-designed shelf packages for each trade. The company, which is celebrating its 30th anniversary, has also designed complementary accessories, such as sturdy metal dividers and industrial grade stackable bins.

For more information, visit [www.rangerdesign.com](http://www.rangerdesign.com).



New shelving promises better efficiency.

## Illinois manufacturer enters aluminum market

**A**n all-new line of aluminum service bodies and platform bodies was revealed by the Knapheide Manufacturing Company at the 2018 Work Truck Show in Indianapolis.

"The journey to build aluminum truck bodies has been a very long and deliberate one for Knapheide, that is resulting in the most innovative aluminum bodies in the market today," said Mandar Dighe, the company's vice-president of sales and marketing, during a press conference at the show this March.

In designing the bodies, Knapheide took cues from the aerospace industry and its original equipment manufacturing automotive partners, Dighe said.

The bodies underwent the "most extensive testing program" — tens of thousands of hours — that the company has ever undertaken for a truck body, he added.

That included testing in the engineering lab, on dedicated proving grounds, and by customers in the field, said a news release from the show.

"When designing aluminum truck bodies, we knew that we had to have a solution that was no compromise in durability," Chris Weiss, Knapheide's vice-president of engineering, said in the release. "That is why we took a clean sheet approach and dedicated our experienced engineers to create these designs."

To build the new bodies, Knapheide invested in a highly automated 188,000 square foot manufacturing plant in Quincy, Illinois, where the company is headquartered.

"We're employing the most modern and technologically advanced assembly techniques to build our aluminum products," Dighe said.



Mandar Dighe, vice-president of sales and marketing for The Knapheide Manufacturing Company, and Knapheide president Bo Knapheide, get close to the company's new aluminum service body, which made its debut at the 2018 Work Truck Show.

## Tool bags added to storage system

**M**ilwaukee Tool has added tool bags and low-profile organizers to its trademarked Packout modular storage system.

The new 15- and 20-inch Packout tool bags "un-zip to reveal large open space for tools, and have cushioned shoulder straps, top handles, and side handles for flexible carry," says a news release from Milwaukee.

The new Packout low-profile and compact low-profile organizers are half the height of the current Packout models "with the same impact resistant body."

The Packout system now has 12 different pieces to enable users to build their own custom storage solutions.

For more information, visit [www.milwaukeetool.com](http://www.milwaukeetool.com).



Milwaukee Packout system now has tool bags.

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## CALENDAR

### 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>

**Jan. 24-27, 2019**

**National Automobile Dealers Association Show**

**Moscone Center, San Francisco, Calif.**

"More than 700,000 square feet of exhibits highlight more than 500 manufacturers and suppliers of the hottest products and coolest technologies."

<http://convention.nada.org>

**Jan. 28-31, 2019**

**Heavy Duty Aftermarket Week**

**The Mirage, Las Vegas, Nevada**

"The opportunity to see manufacturers' senior executives and their latest products at an aftermarket-focused expo — open only to distributors."

<https://www.hdaw.org>

### FEBRUARY 2019

**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/>



*World Ag Expo comes to Tulare, Calif., in February 2019.*



*World of Concrete returns to Las Vegas in January 2019.*

**Feb. 4-7, 2019**

**Associated Equipment Distributors Summit**

**Orlando Marriott World Center, Orlando, Fla.**

"Celebrate AED's 100th anniversary."

<http://aednet.org/summit/>

**Feb. 5-7, 2019**

**Automation Technology West**  
**Anaheim Convention Center,**  
**Anaheim, Calif.**

"Where serious professionals find the technologies, education, and connections to stay ahead in the global advanced manufacturing community."

<https://atxwest.designnews.com>

**Feb. 11-13, 2019**

**International Roofing Expo**  
**Music Center, Nashville, Tenn.**

"The show floor will feature manufacturers and suppliers of all sizes displaying the full gamut of products."

<http://www.theroofingexpo.com/>

**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 12-14, 2019**

**World Ag Expo**

**International Agri-Center, Tulare, Calif.**

"More than 1,500 exhibitors display the latest in farm equipment, communications and technology on 2.6 million square feet of exhibit space."

<https://www.worldagexpo.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 15-18, 2019**

**IEDA Annual Meeting & Vendor Expo**  
**Reunion Resort, Orlando, Fla.**

"Bringing together reputable IEDA member dealers and industry professionals from across the globe."

<http://iedagroup.com/orlando-annual-meeting/>

**Feb. 19-22, 2019**

**Specialized Transportation Symposium**  
**West Galleria Houston, Houston, Texas**

"Beyond education sessions, the meeting features an exhibit center showcasing over 40 companies and many networking opportunities."

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

**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 20-23, 2019**

**Water & Wastewater Equipment, Treatment & Transport Show**

**Indiana Convention Center,**  
**Indianapolis, Ind.**

"Check out the latest products and technology - ready to be bought right off the show floor."

<https://wwettshow.com>

**Feb. 21-23, 2019**

**81st annual Oregon Logging Conference**

**Lane County Convention Center and**

**Fairgrounds, Eugene, Ore.**

"Every year manufacturers and dealers around the world exhibit the latest technology at the largest inside and outside equipment show west of the Mississippi."

<http://www.oregonloggingconference.com/>

**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>

**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/>

**Feb 27-March 1, 2019**

**Ag Expo**

**Exhibition Park, Lethbridge, Alta.**

"More than hundreds of companies who will exhibit their products and services in this world wide show."

<https://10times.com/ag-expo>

### MARCH 2019

**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 18-21, 2019**

**TMC Annual Meeting**  
**& Transportation Technology Exhibition**

**Georgia World Congress Center,**  
**Atlanta, Ga.**

"TMC's exhibition makes available to attendees the best minds on equipment issues in the trucking industry."

<https://tmcannual.trucking.org>

**March 26-28, 2019**

**Mid America Farm Exposition**

**Tony's Pizza Events Center.**

**Salina, Kansas**

"Over 300 exhibits are on display representing approximately 275 companies from around the United States."

<https://salinakscoc.wliinc24.com/events/54th-Annual-Mid-America-Farm-Exposition-9567/details>

**March 28-28, 2019**

**National Heavy Equipment Show**

**International Centre, Mississauga, Ont.**

"Bringing together the industry leaders in Canada's heavy equipment, road building, construction, crushing & screening, and infrastructure sectors."

<http://www.nhes.ca>

**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>



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