

New products demonstrated

Service truck companies unveil innovations at biennial exposition in Kentucky

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The Demo Expo is another name for the International Construction & Utilities Equipment Exposition held every two years at the Kentucky Exposition Center in Louisville.

As in past iterations of the event, exhibitors used ICUEE 2019 to demonstrate and unveil new product lines. Among those were several innovations from manufacturers of service trucks and their many accessories.

The following are a few examples of product launches at the 2019 version of the Demo Expo, which took place Oct. 1-3.

System streamlines truck functions

Auto Crane piloted a system that synthesizes the hydraulic functions of a service truck, such as a crane and compressor, from a single control panel in a cabinet at the back of the truck.

"We also are tying in telematics to that," said Todd Hannum, director of marketing for Auto Crane, which is headquartered in Tulsa, Okla. "So basically what we're trying to get at is reading the hydraulic system and reading the crane performance all at one time."

The system streamlines how the body is wired up, he added. And it can turn the truck on and off. It makes "the use of the truck and the management of the systems a lot more efficient," Hannum said.

For example, using telematics, the crane's operator can monitor how much the crane is lifting or if it's overloaded. "So a consumer become can become a lot smarter with their system and read, Is the system hot? Is it performing the way it's supposed to?" he said.



Todd Hannum, director of marketing for Auto Crane, goes over the features of an integrated control system on a truck displayed at the company booth at ICUEE 2019.



Chuck Hamilton, director of marketing and military sales at Boss Industries, goes over the features of the Mechanix 250, Boss Industries' new entrant into the compressor-generator-welder marketplace.

New multifunction unit launched

Boss Industries LLC has entered the multifunction compressor-generator-welder marketplace with its Mechanix 250.

Featuring a 24 cubic feet per minute piston compressor, 250-amp welder, and five kilowatt generator, it's an all-in-one multifunction unit designed for service trucks, said Chuck Hamilton, director of marketing and military sales at Boss Industries, at ICUEE 2019.

"So we're pretty excited about this," Hamilton said. "Our first Mechanix series was a little bit smaller, smaller pretty much everywhere, and we've had a lot of success with that."

Hamilton admitted that the multifunction marketplace is already pretty crowded. "But obviously we're here to compete with the big boys," he said of Boss, which is headquartered in LaPorte, Ind.

The unit comes with a control panel that can be mounted inside the cab, inside a compartment, or outside a cabinet for that matter. "It's just a big plug-and-play kind of technology so that you can mount it anywhere — curb side, street side, whatever fits your application," Hamilton said.



Sage Oil Vac's class 7 lube truck is mounted on a Volvo chassis.

Lube-only truck for yellow iron

Texas-based Sage Oil Vac brought a new Class 7 lube-only truck on a Volvo chassis to its stand at ICUEE 2019.

"This is a lube only," said president Aaron Sage. "So there's no fuel on it. It's got big capacity oil tanks."

The unit is aimed at original equipment manufacturer dealers, such as for Volvo construction equipment dealers, Caterpillar, and John Deere "because they have maintenance contracts with their equipment and customers after the post sale," Sage said.

That would be primarily for yellow iron equipment used in such industries as road construction, site preparation, grading, excavating and mining.

"We've just focused recently on building more lube bodies," Sage said. "We've always built some here and there, kind of on customer requests, but we're really gearing up to do to do more of them efficiently in our facility in Amarillo."

Sage is also promoting standalone power for the trucks, which would traditionally use a power takeoff to run compressors and other hydraulically driven accessories off the engine. Instead, the lube truck uses a small generator to run all the equipment — the one on the stand had a Vanair compressor using a Kubota engine, although sometimes Sage also uses VMAC compressors.

"The truck is not running. So it reduces engine hours on the chassis, (and) reduces fuel consumption," Sage said, adding that such units are already popular on crane trucks and mechanics trucks.

New generator designed for trucks

CK Power of St. Louis, which builds enormous generators of up to 600 gigawatts, unveiled a portable seven-kilowatt model at ICUEE that can be mounted on a service body.

"It's a brand new product. We just came out with it this year," said Bill Huffstutler, director of strategic services.

The unit is designed to be mounted on the tongue of a trailer, on the outside of a truck body "or it could be mounted inside of a compartment with proper ventilation," he said.

Capable of 120 or 240 volts, the unit can generate up to eight kilowatts for short bursts. "But it'll run 7 kW all day long," Huff-

stutler said. "And it's got an electric fan inside of it, to evacuate the heat and allow for longevity."

Its Kohler engine is manufactured in Tennessee, while the sheet metal is fabricated at CK's facility in Hannibal, Mo. "So no problem saying it's a U.S.A.-made product," Huffstutler said.

Bill Huffstutler of CK Power promotes the company's new portable compressor making its debut at ICUEE 2019.



Lighter crane unveiled

At the Maxilift Cranes USA booth, the company was showing off a Cobra 3800 truck-mounted crane on a BrandFX service body.

"We're probably one of the first to actually have it in the United States," said Maxilift rep Rita Pecorari.

Headquartered in Garnet Valley, Pa., Maxilift Cranes USA is a distributor for Italy-based Next Hydraulics, which makes Cobra cranes as well Maxilift cranes, such as a smaller M150 mounted on the rear bumper of the truck.



Cobra 3800 electric-over-hydraulic crane and a smaller M150 Maxilift crane are mounted on a truck body at the Maxilift USA booth at ICUEE 2019.

The electric-over-hydraulic 3800 replaced a larger 4400 Cobra on the truck.

"It's a little lighter than the 44, which makes a difference driving the truck," said Pecorari who has driven that truck on the highway with both crane models. "You're not overloading your truck."



Greg Kokot, president of Vanair Manufacturing, discusses the new lightweight designs of the company's Air N Arc 250-L multifunction unit and Reliant RS85 compressor at the company's booth at ICUEE 2019.

Lightweight units launched

Among the products Vanair Manufacturing introduced on its ICUEE stand were new lightweight aluminum versions of three products — the Air N Arc 250-L multifunction power unit; and the Reliant RC40-L and Reliant RS85 air compressors.

For example, the RC40-L, Vanair's most popular unit, is now 40 percent lighter, down to 245 pounds from 400 pounds of the previous version, said company president Greg Kokot.

"So that's significant to our customers," he said.

"Instead of an iron reciprocating pump, we've gone to aluminum pump," he added. "We've gone to aluminum sheet metal, aluminum base. So really it's just weight reduction through design stuff like that — taking weight out of the system."

The reduction was similar for the RS85, which went down to 270 pounds, about a 30 percent weight saving. Using aluminum components also cut 30 percent of the weight of the Air N Arc 250-L, which combines five units in one machine — 24-cubic feet per minute air compressor, 250-amp welder, five-kilowatt generator, battery booster, and battery charger — powered by a 23-horsepower Kohler engine.

From outward appearances, though, all three machines look the same as their steel counterparts.

"You can't tell that it's aluminum," Kokot said.



Gordon Duval, vice-president of marketing and sales, talks about VMAC's newest products during a press conference at ICUEE 2019.

Multifunction prototypes launched

VMAC, a compressor maker based in Nanaimo, B.C., unveiled three new products at ICUEE 2019. They included a prototype five-in-one multifunction power system with a Honda iGX 800 V-twin gasoline engine.

"This development began last year at the request of VMAC dealers across Canada and the U.S. for a multi-power system for service trucks with gas engines," said Gord Duval, VMAC's vice-president of marketing and sales, at an ICUEE press conference. "Our engineering scope and design considered feedback from mechanics, upfitters, and fleet managers and then took all of those ideas to create a better product."

It includes a 40 cfm rotary-screw compressor, eight-kilowatt generator, 250-amp welder, 300-amp battery booster, battery charger, and an integrated cold climate kit. The unit, which VMAC expects to put into production in 2020, is "up to 240 pounds lighter" than comparable machines, Duval said.

The second system VMAC unveiled is a six-in-one unit powered by a Caterpillar C 1.1 diesel engine that VMAC had originally engineered for Finning, the world's largest Cat dealer.

"Both companies have a 20-year relationship with VMAC being a primary supplier of air for their service trucks and most power systems," Duval said. "This was a natural collaboration."

The Cat unit includes a 35 cfm rotary screw compressor, eight-kilowatt generator, 250-amp welder, a battery charger, and power takeoff with optional hydraulic pump.

"This new multi-function is compact and powerful with service intervals extended to every 500 hours versus 100 or 200 hours with other typical all-in-one type systems," Duval said.

The unit has been in production for three years with Finning as the primary customer. However, VMAC is now making it available to all its dealers across the globe.

The third prototype VMAC unveiled is its HVAC cooling system powered by the VMAC multifunction power system.

The system, in development for a year, solves the problem of drivers running their trucks simply to cool the cabs "by powering the engine's air conditioning from the multifunction power system itself," Duval explained. "This innovation results in operating costs that save up to \$1,500 per truck per year in fuel costs." It also reduces engine hours and wear, eliminates truck engine noise, and minimizes environmental impacts, he added.

New display for lube trucks

Taylor Pump & Lift showed off a new product management system mounted on a lube truck displayed at its ICUEE stand.

An electronic display shows exactly what's in each tank, said company vice-president Jeff Taylor Jr. The system can also bulk fill tanks from ground level instead of someone having to climb onto the truck.

"It's working great," said Taylor, whose company is based in Concord, N.C. "This is the first show that we've been able to display it."



Jeff Taylor Jr. at the Taylor Pump & Lift Co. Ltd. shows off the lube truck on display at the company's ICUEE 2019 booth.

Jump packs boosted

Vanair also introduced its new series of Start-All trademarked Jump Pack series portable jump starters at ICUEE 2019. The series ranges from the 4.4-pound 2500A 12 V Start-All designed for passenger vehicles, small trucks, and boats — up to the 5000A 24V for starting heavy duty buses, construction machinery, and farm equipment, and the 10000A 12V that can start a Class 8 truck.

Start-All is part of the Goodall brand that Vanair — headquartered in Michigan City, Ind. — inherited when it acquired Goodall Manufacturing in 2017.

The new Jump Packs, which use lithium ion batteries, are "incredibly light" compared with older jump starters powered by lead-acid or absorbent glass mat batteries, said

Dean Strathman, Vanair's vice-president of sales, during a press conference at ICUEE.

"A lot of the jump packs that are out there may be able to produce a certain amount of amperage for a very short period of time," Strathman said of the 10000A Start-All. "But this particular unit can produce a higher amount of power output over a longer period of time."

The Start-All 10000A will even start multiple Class 8 trucks on a single charge, he said. The smallest in the series is "more of a consumer type product" that would provide security for someone like Strathman's college-age daughter to have in her car, or for tailgate enthusiasts like he is.

All of the units have a feature that protects against reverse polarity or other user fumbles such as attempting to use a 24-volt unit on a 12-volt vehicle. "If there's a short, it'll protect itself and you or it's looking that you're not abusing the unit or using in a way that you shouldn't," Strathman said.



Dean Strathman, Vanair Manufacturing's vice-president of sales, discusses the company's Start-All products during a press conference at ICUEE 2019.