INSIDE

Fuel regs rankle independent truckers ..... Page 5
Engine confronts challenge of cutting carbon emissions .....Page 11

ServiceTruck
THE MAGAZINE FOR MOBILE HEAVY DUTY REPAIR AND MAINTENANCE
Volume 1 Issue 3 WINTER 2014 $5.00

CRIME

Service truck thefts a growing trend

Stolen trucks can be fobbed off at flea markets, have their parts stripped, bodies chopped, or even be used by a thief to start a new business

MATT JONES

"It was as simple as it was there one minute and when he came back there was just a pile of broken glass," recalled John Paul Dineen III. Dineen, a dry-land farmer based in Red Oak, Texas, was shocked at how quickly the theft of his service truck occurred. Workers took the vehicle to a field and stationed it next to a straw pile. The workers drove back and forth to the truck on 15-minute intervals — and that was all it took for resourceful thieves to move in.

"It was a professional," Dineen said. "Whoever stole it knew exactly what they were doing. They busted the window out, they popped the ignition out of the column, they brought with them these 24-inch zip ties that they used to tie the column back together after they hotwired everything." Almost 2,000 miles away in the small town

continued on page 14

Before it was stolen, John Paul Dineen III's Ford Super Duty service truck had a crane, welder and other equipment. Then it was stolen again — by a tow truck driver, who was stripping off the rest of the gear when caught by police.

Photo courtesy of John Paul Dineen III

FACEOFF

Knuckle-boom versus stick-boom

Each crane has its place, depending on the service truck and its applications

SAUL CHERNOS

Looking for a big knock-'em-out, drag-'em-down fight between knuckle-boom and stick-boom crane users?

Tune into the wrestling channel. The service truck insiders we spoke with say the two cranes aren't necessarily an either-or proposition.

Palfinger North America offers trucks equipped with each variety of crane. Two product specialists with the company say each has its place, and while

continued on page 10

Palfinger's PSC 5025 telescopic crane allows "for maximum utilization of body compartment space and rear-bumper access to the bed," says the manufacturer.

FORECAST

Service truck industry pundits ponders what's in store for 2015.

U.S. industry leaders optimistic about 2015

Technological innovations that include lighter, more fuel-efficient bodies bode well for the future of service truck industries

ERIN GOLDEN

A surge in demand from customers who had hunkered down during the recession, major advances in technology, and upward trends in key industries have people in the service truck business feeling optimistic about the future.

Across the U.S., industry professionals say they expect their businesses to grow over the next year and even over the next several years. They're keeping a close watch on the changing demands of customers, who increasingly expect quick communication without losing out on old-fashioned customer service. They say companies will have to evolve to stay competitive, but believe there's room for many to thrive.

continued on page 8

Publications Mail Agreement #40050172 Customer #4956370
RETURN UNDELIVERABLE CANADIAN ADDRESSES TO
4623 William Head Rd. Victoria BC V9C 3Y7 email: info@servicetruckmagazine.com

ServiceTruck
THE MAGAZINE FOR MOBILE HEAVY DUTY REPAIR AND MAINTENANCE

www. servicetruckmagazine.com

Editor - Keith Norbury • editor@servicetruckmagazine.com

Advertising Sales - Nick Moss, Marketing Manager • Office: 250-478-1981
Cell: 250-588-2195 • ads@servicetruckmagazine.com

Art Direction/Production - James S. Lewis • james@capamara.com

Publisher - Tom Henry • publisher@servicetruckmagazine.com

Regular Contributors - Dan Anderson, Saul Chernos, Nelson Dewey, Leah Grout Garris, Erin Golden, Matt Jones

Subscriptions info@servicetruckmagazine.com
Toll free 1-866-260-7985 • Fax +1.250.478.3979
www. servicetruckmagazine.com

Service Truck Magazine is published four times a year by Southern Tip Publishing Inc. Subscription rate for six issues: $36.00. Single copy price: $8.00. PRINTED IN CANADA
Postage paid at Vancouver, BC

ISSN 2368-4615

US mailing address:
Service Truck Magazine 815 1st Avenue, #301, Seattle, WA, 98104

Canadian mailing address:
Service Truck Magazine, 4623 William Head Road, Victoria, BC V9C 3Y7

Your privacy is important to us. Occasionally we make our subscriber list available to reputable companies whose products or services might be of interest to our readers. If you would prefer to have your name removed from this list, please call 1-866-260-7985, fax: 250-478-3979 or write us at *Service Truck Magazine*, 4623 William Head Road, Victoria, BC V9C 3Y7 or email us at info@Service Truck Magazine.com

Next Advertising Deadline: Feb. 4 , 2015
Don't miss the opportunity to be part of this exciting new industry publication. For more information, or to reserve space in the next issue, call Nick at our Advertising Department - +1-250-478-1981
ads@servicetruckmagazine.com

Next Editorial Deadline: Feb. 4, 2015
For writers' guidelines and submission requirements get in touch with the Editor, Keith Norbury, at +1-250.383-5038.
editor@servicetruckmagazine.com

PUBLISHED BY SOUTHERN TIP PUBLISHING INC.
4623 William Head Road, Victoria, BC V9C3Y7

ADVERTISERS INDEX

Boss Industries, Inc. 15
Del Hydraulics, Inc. 14
Knapheide Manufacturing Company 2
DuaLock Drawers 9
NTEA - The Association for the Work Truck Industry 4
Pride Bodies Ltd. 7
Service Trucks International 5
Stellar Industries Inc. 8
Summit Truck Bodies 23
Venco Venturo Industries 11
Wilcox Bodies Ltd. 24

College granted technician training bucks


Rodney Ellis

A $2 million grant will help Central Louisiana Technical Community College train technicians in mobile equipment and diesel repair and related trades, according to a recent article on thetowntalk.com.

The money will enable the college to revive a vehicle technicians training program.

"Our local employers have voiced concerns about a shortage of qualified technicians, and we worked to find a solution," the article quoted the college's Chancellor Rodney Ellis. "Because of this grant, we will be able to work with numerous employers to train and produce auto body, mobile medium/heavy equipment/ diesel, marine and motorcycle repair technicians," Ellis said.

Three other institutions partnered with the college to secure $10 million in grants.

The programs at Central Louisiana will begin in the spring of 2015 at the Alexandria and Leesville campuses.

Mechanics needed this snow season

The Pennsylvania Department of Transportation is looking to hire temporary certified diesel mechanics to keeps its snowplows and salt trucks working this winter.

PennDOT needs mechanics to keep snow-removal equipment running.

The department isn't getting enough qualified applicants for the temporary jobs, said a recent report on the website of WNEP television. So PennDOT is pushing for trade school graduates and seasonal construction workers to apply. The agency has even advertised the openings on highway message signs.

The jobs start at about $18 an hour, which PennDOT spokesman James May said works out to about $40,000 a year.

"Those are temporary positions, but those will often lead to a full-time position with PennDOT," May said in the report.

Reward offered to catch vandals

Tired of recent vandalism to a service truck and other equipment, a construction company in New Mexico is offering a $5,000 reward for information leading to conviction of the culprits.

Cheryl McClary, vice president of Heflin Construction, offered the reward following the latest act of vandalism this October at its rock-crushing facility on the Bethel Highway near Portales, the *Clovis News Journal* reported.

The vandals broke three windows on a payloader and did irreparable damage to operator levers on other equipment, the report said.

In August 2013, vandals did $80,000 damage to equipment, including a service truck, at the site, the *Journal* reported.

McClary advised anyone with information to call the Roosevelt County Sheriff's office.

Truck sales soaring so far

Sales of medium and heavy duty trucks increased this September by 22 per cent over September 2013, according to news reports of recent figures from Wards Communications.

However, sales of those trucks dropped six percent when compared with August, said a report on trailer-bodybuilders.com.

Dealer sales of trucks rated at 10,000 pounds gross vehicle weight or greater tallied 57,586 in September 2014, the report said. That compared with 47,232 of those last September and 61,021 in August 2014.

For the first nine months of 2014, sales of those trucks were 10 percent higher than during the same period in 2013. They went from 439,767 in 2013 to 485,608 in 2014.

Sales of every class has increased this year over last, the report said. At 21 percent, the biggest increase has been among class 4 trucks.

Class 7 and 8 sales increased this September over last, by 40 percent and 25 per cent respectively. For class 7, that was 5,080 units versus 3,638 in 2013; and for class 8 it was 20,078 trucks compared with 16,125.

From January to September, class 8 sales jumped 19 percent to 158,288 in 2014 compared with 132,593 in the same timeframe in 2013. For class 7, the jump was 16 percent to 40,379 from 34,693.


The county government of Hawaii's "Garden Island" of Kauai recently reported the theft of a service truck. *Photo by Paul Bica/Wikimedia Creative Commons License*

Truck stolen from Hawaiian county

A service truck was among about $86,000 worth of equipment stolen this summer from Kauai County in Hawaii.

The truck, tools, an emergency generator and office equipment were taken over about two weeks in early July, KITV news reported on its website.

County officials are reviewing community lending policies and security measures in the wake of the thefts, the report said.

Organizations on the Garden Island often borrow equipment such as generators at no charge.

County engineer Larry Dill said the public works department is looking at installing motion sensors to deter thieves, the report said.

NEWS

Fuel regs rankle independent truckers

Small-business truckers gave an earful to U.S. Environmental Protection Agency reps recently over costly repairs and breakdowns blamed on new fuel efficiency and emission regulations, according to a recent article in *Land Line Magazine*.

Jim Johnston, president and CEO of the Owner Operator Independent Drivers Association, told EPA reps at a meeting at the association headquarters in Grain Valley, Mo., that the EPA is setting the new rules "at a pace that does not allow for enough time to road test the equipment," *Land Line* reported.

"This results in expensive repairs and time-consuming breakdowns that are wrecking profit margins and interfering with operations," Johnston added.

The comments were directed at Bill Charmley and Matt Spears of the EPA Office of Transportation and Air Quality, the article said, noting that they are "highly involved in setting emission standards for all mobile sources in the U.S. as well as regulating gasoline and diesel fuel properties related to air."

The pair, who scribbled notes to take back to Washington, D.C., also heard that owner-operators are hit hardest by trucks that fail because of the new, unproven technology, the report said. Unlike fleets, which can put another truck into service while another is repaired, "being down for repair is a real problem" for a small-business trucker, said association board member Steve Bixler of Valley View, Pa.

The Owner Operator Independent Drivers Association argues the new rules don't allow enough time to road test equipment.

Owner-operators also "just can't afford the $25,000 overhauls they are seeing on these trucks with the new emissions technology," another board member, Leo Wilkins of St. Charles, Mich., was quoted in the article.

Joanne Couture of Brockway, Ont., meanwhile said it cost her $18,000 and three weeks of downtime to have the turbo, diesel particulate filter assembly and other parts on her 2011 Volvo after it broke down in Illinois. "This could put most owner-operators out of business," she said.

Couture also expressed concern about diesel exhaust fluid freezing in remote northern climates far from cellphone service.

In a related development, a federal judge in California dismissed the owner-operator association's 2013 lawsuit against the California Air Resources Board. In his Oct. 29 ruling, Chief Judge Morrison England of the U.S. District Court in California ruled that the lawsuit "should have been initiated in the court of appeals rather than district court," the *Commercial Carrier Journal* reported.

The lawsuit alleged that California emission rules requiring 2006 or older trucks to be retrofitted with DPFs "is unfairly costly to out-of-state truckers and violates the Commerce Clause of the U.S. Constitution," the article said.

The judge also said the EPA needed to be named as a defendant. The association plans to appeal, the report said.

Mechanic truck driver killed in bridge accident

Mark Fortune

An Oregon mechanic truck driver was killed Oct. 22 in a "tragic accident," according to his obituary.

A resident of Florence, Mark "Fuzzy" Fortune had worked as a mechanic truck driver with Great Western Corporation for the last seven years.

"His passing leaves a big hole in the GWC family," said the 52-year-old's obituary on the *Siuslaw News* website.

Oregon State Police reported in a news release that Fortune's body was found in Coos Bay "following an apparent accident while he worked on a lower maintenance bridge underneath Conde McCullough Memorial Bridge."

Police received a report about 5:35 p.m. Oct. 22 of a vehicle in the water beneath the bridge, which is on highway 101 near milepost 234.

About half an hour later, U.S. Coast Guard personnel found Fortune's body about four miles from the bridge.

Divers recovered the Ford F-250 in about 15 feet of water, the *Coos Bay World* reported.

According to that report, Great Western president and CEO Richard Wanke said Fortune was doing routine equipment checks on a work platform beneath the bridge.

"The circumstances surrounding his death and how his vehicle went into the water are not known at this time," the police news release said.

The Oregon Occupational Safety and Health Administration is investigating, the paper reported.

"Mark was also a master diver and was exceptionally skilled at underwater work," Fortune's obituary said. "He will be remembered by family friends as a kind-hearted person who loved working, diving, hunting, fishing and playing with his grandchildren."

A memorial service was scheduled for Nov. 1 at a North Bend church.

Mechanic truck driver was working on a lower bridge platform at Oregon's Conde McCullough Memorial Bridge when his truck plunged into Coos Bay.
Photo by Petar Blanusa/Wikimedia Creative Commons License

OUR SUBMISSIONS POLICY

We invite your feedback and ideas

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

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

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

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

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

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

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

All submissions are subject to editing and publication cannot be guaranteed. The deadline for our next issue of *Service Truck Magazine* is Feb. 1, 2015. Sooner is always better than later.

EDITORIAL

The war against CO2 fought on many fronts

The global battle against carbon dioxide emissions is getting serious. This has profound implications for the future wellbeing of humans on this planet but also for the future shape of industries around the world.

The agreement announced in November between U.S. President Barack Obama and Chinese President Xi Jinping to curb CO2 emissions is a big deal, if only because it sends a strong message to the rest of the world. And that message is that the planet's two largest economies and CO2 producers recognize the gravity of the problem and are committed to action.

(Let's pause here to acknowledge that some readers don't believe that CO2 poses a significant threat. People are entitled to their opinions. However, the vast majority of scientists who have studied this matter do point to research that strongly suggests a threat. And world leaders are only being prudent in heeding those warnings.)

Now, it's possible to parse the U.S.-China deal and argue that it mainly endorses initiatives already underway in both countries, or that it gives China more leeway in its approach than it provides the U.S. The important thing is that China's leadership is confirming to the world that it has to change course and shift its energy mix to CO2-free sources, such as nuclear power.

Opponents of the deal have characterized it as a "War on Coal." There's no denying that. Coal is the big culprit when it comes to carbon emissions.

But consider that U.S. coal burned for electricity consumption dropped to 825 million tons in 2012 from 979 million tons in 2010, according to the U.S. Energy Information Administration's most recent Electric Power Annual. In that same timeframe, the use of natural gas for electrical generation increased to 9.5 billion cubic feet from 7.7 billion cubic feet. In 2010, coal accounted for about 45 percent of electricity production in the U.S. compared with 24 percent for gas. In 2012, coal's share had dropped to 37 percent while gas had risen to 30.5 percent.

So the War on Coal was already underway. What's been driving that is economics: the cost of natural gas has been dropping in recent years (from $5.09 per million BTUs in 2010 to $3.42 in 2012) while the cost of coal has risen slightly (from $2.27 per million BTUs in 2010 to $2.38). And a report this April from the EIA estimated that the "levelized cost" of conventional coal electricity would be $95.60 per megawatt hour in 2019 compared with $66.30 MWh for conventional natural gas-fired generation. (Levelized costs, by the way, account for all the costs associated with a power plant, including maintenance, operating, financing and capital.)

As a bonus, the natural gas emits about the half the CO2 of conventional coal. But natural gas is only one weapon in the War on Coal. The cost of advanced nuclear, which emits no carbon, is projected to be about the same price as coal. Wind energy, also carbon-free, is projected to be considerably less, about $80 per MWh.

The cost of solar is still projected to be quite a bit higher than coal — about $118.60 per MWh for solar panels and $223.60 for solar thermal — even with subsidies factored in. But that isn't stopping visionary people like Elon Musk from building solar power systems anyway. As a Chinese proverb notes, "He who says something cannot be done should not interrupt the person doing it."

Bloomberg, a business news agency, reported in late October on a Deutsche Bank report that solar electricity is on track to be cheaper than average electrical bill prices by 2016 in 47 states. And despite solar only producing about one percent of today's energy, the International Energy Agency reports that it will be the planet's biggest energy source by 2050.

Another front on that war is simply through energy conservation. Buildings in the U.S. account for 41 percent of the country's energy consumption and 38 percent of greenhouse gas emissions, the U.S. Green Building Council reported last year. So better building technologies can also cut CO2 dramatically.

So that's the low-hanging fruit, as they say. Picking those fruits now buys time to deal with that other "elephant in the room" of carbon emissions from transportation fuels. As reported elsewhere in this edition, it's difficult to reduce the amount of CO2 from a gallon of diesel no matter how it's burned.

Engine makers like Cummins are trying to shave that down a bit. And natural gas can be a cleaner substitute in many transportation applications.

But, and even leaving aside the glitches in rolling out cleaner engine technologies, there aren't any viable solutions on the horizon for alternatives to fossil fuels that provide the explosive energy density needed to fly a jet or roll an 18-wheeler through mountain passes. However, if the world can restrict the burning of fossil fuels to those areas where it's really needed, and where no alternatives exist, then perhaps the heat-trapping CO2 levels can be beaten back to where they no longer pose an imminent threat.

About our cartoonist

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

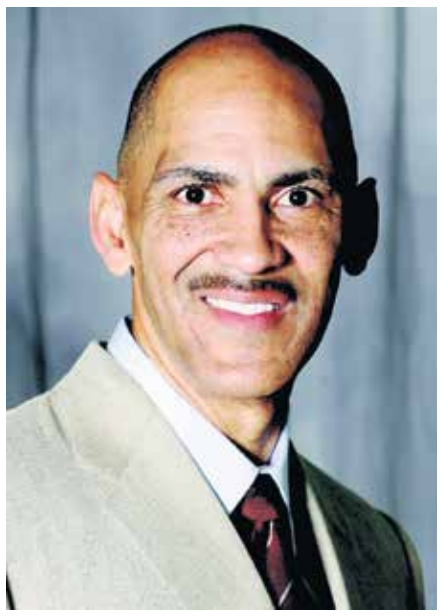
In the 1960s, '70s and '80s, Dewey was a frequent contributor to those comics, particularly *CARtoons*. He also drew for *Hot Rod Cartoons*, *CYCLEtoons*, *SURFtoons* and *SKItoons*. In all, he produced nearly 2,000 pages in those publications.

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

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

NEWS

TV and NFL stars to shine at 2015 Work Truck Show



Former NFL head coach and player Tony Dungy will be the keynote speaker at the 2015 Work Truck Show in Indianapolis in early March.

John Davis, creator and host of TV's MotorWeek, will be master of ceremonies at the 2015 Green Truck Summit held in conjunction with the 2015 Work Truck Show in Indianapolis in early March.

Registration for the 2015 Work Truck Show in Indianapolis in March is now open.

The show — organized by the NTEA, the Association for the Work Truck Industry — takes place March 4-6 at the city's Indiana Convention Center.

The keynote speaker for the show will be Tony Dungy, a former National Football League player and head coach. Dungy won a Super Bowl in 1978 as a player with the Pittsburgh Steelers and went on to a long career as a coach, including seven seasons as head coach of the Indianapolis Colts. He became the first African-American head coach to lead his team to a Super Bowl title when the Colts defeated the Chicago Bears in the 2007 championship game.

At the Work Truck Show, Dungy, who retired from coaching in 2009, will present a "motivational address" as part of the NTEA's annual meeting and president's breakfast on the morning of March 5.

"Tony Dungy has built an incredibly successful career on integrity," Jeffrey Messer, NTEA 2015 convention chairman and president of Maine-based Messer Truck Equipment, said in a news release announcing Dungy as the keynote speaker. "I cannot think of a better place than Indianapolis, where he reached the pinnacle of his profession, for Work Truck Show attendees to learn from his extensive leadership experience."

Exhibitors and sponsors at the show include makers of service bodies, truck chassis, and truck accessories such as PTOs, compressors, welders, and cranes.

About 10,000 people attend the annual event, which also includes the Green Truck Summit on alternative fuels and clean vehicle technologies. John Davis, the creator of the Emmy Award winning TV series *MotorWeek*, will be the summit's master of ceremonies. The summit takes place March 3-5.

"The work John Davis has done to promote alternative fuels and advanced vehicles on MotorWeek makes him a natural choice for MC," Doyle Sumrall, NTEA managing director, said in a news release.

The Work Truck Show's exhibition floor also features a Productivity and Fuels Pavilion of vehicles employing clean technologies. And at the Green Truck Ride-and-Drive, attendees can try out those technologies.

Also on the Work Truck Show agenda are educational sessions. This year, for example, the NTEA has added the session "Fleet Management 101: Fundamentals of Truck Fleet Management," which provides practical tips for controlling costs.

"After more than 50 years of serving the work truck industry, we know our attendees' businesses and the challenges they face," Steve Carey, the NTEA's executive director, said in a news release. "Every day, fleet managers are challenged to control operating costs, maximize return on equipment dollars, evaluate new technology, and ensure the fleet makes a positive contribution to their organizations. By tailoring The Work Truck Show 2015's features and educational sessions to address these themes, we can provide attendees with actionable information to take home and use to improve their fleet operations."

To find out more about the Work Truck Show or to register, visit WorkTruckShow.com.

COVER

Industry leaders approach 2015 with optimism *continued from cover*

"It's a good time to be in the industry in general," said Doyle Sumrall, managing director of NTEA, the work truck industry association.

Settling in to a more stable business cycle is a welcome relief for companies stretched thin during the economic downturn. Both the work truck industry and the companies it serves, Sumrall said, have been "climbing out of what was a really ugly hole" since about 2009.

A rebound for new sales

Businesses were holding onto equipment for far longer than usual, or opting to buy used instead of new. That began to change, Sumrall said, around 2013. Now, people are more willing to make big purchases.

"I think we've reached that kind of tipping point where everybody's held off as long as they an and are starting to make those investments," he said.

At Kahn Truck Equipment, a body design and installation company in St. Louis, Mo., sales are up from a year ago. The company is even building a new facility to keep up with growth.

"Construction is up, railroad is up, and so is the general need for replacement," said Allen Lane, Kahn's chief operating officer. During the recession, he said, "service trucks were still being purchased, but the trend then was to buy late model. Now, late-model trucks are harder to find, and customers are saying they want to look at the new as well."

The pause companies put on buying new equipment forced many to rethink their expectations. While customers are eager to buy again, some in the industry said they're now coming back with higher expectations. They want to know their big purchases will last – and last longer than those they may have bought n the past.

"I think it's changed, in some ways, how they view assets that are typically thought of as five- to 10-year assets," said Jeff Shaw, sales manager at Curry Supply Co., a service vehicle manufacturer in Martinsburg, Penn. "We find ourselves spending more time … doing solid needs assessments and helping customers to find products that are going to fit their day-to-day operations."

Ways found to extend truck lives

Doug Myers, who runs operations and sales at Kahn Truck Equipment, said the downturn also changed the way customers think about which types of equipment are most crucial. To stretch the lifespan of a truck by a few years, for example, a company might rely more heavily on other units.

"The truck is not going to run the equipment anymore; you'll see the truck is going to get you to the job site, but your crane, your service bed, your compressor is going to be on an auxiliary unit," he said. "People are trying to run their equipment longer, and that's going to help with a truck."

Plus, Sumrall said, customers are increasingly demanding higher performance from equipment that used to get an easier pass. He said there's been a general shift in the work truck industry toward automotive quality standards in all aspects of the business.

"The truck (original equipment manufacturers) are setting the bar and I think that's in terms of all kinds of things: the warranty, the finish, in terms of the part supply system to support the equipment, and it's certainly true of longevity," Sumrall said.

"Construction is up, railroad is up, and so is the general need for replacement."

— Allen Lane, Kahn Truck Equipment, St. Louis, Mo.

The 60LS DRW from BrandFX Body Company is among the lightweight composite construction service bodies that are becoming more popular.

Changing technology expectations

Service truck manufacturers and related companies are also increasingly dealing with customers who rely on technology in every stop of the process, from making a purchase to operating their equipment in the field.

Sumrall said companies are looking to invest in systems, rather than individual pieces of equipment. With more options for predictive maintenance technology, customers have to know that the equipment they buy will operate under compatible systems.

"I think in general over the next decade we're going to see trucks become much more sophisticated as the user

continued on page 9

NEWS

continued from page 8

and the business have to leverage all those things to stay competitive," he said.

Technology is also changing the speed at which the industry does business, and it's only expected to get faster.

Sumrall said some companies now send out staff armed with iPads, to instantly handle things that would have previously needed to have been taken back to an office. Invoices can be printed as a customer drives away from a site.

"The end users have to react quickly and they need their information faster so they can make decisions," Shaw said. "That's really driven our desire to look for ways we can have more open and efficient communication, to turn quotes over quicker, get accurate information faster. When the salesman is sitting with them, he can pull up information on a tablet and get the customer good information."

Company leaders said the ability of customers to pull up a variety of options in seconds online means they have to be sure to have a presence on many forms of media – and that they can make it clear why they deserve the business.

Tom Endicott, national sales manager for Fleetwest Transferable Truck Bodies in Tempe, Ariz., said his company has a presence on TV, in print, and on social media.

"Our message is we are unique in the truck body business because we're transferable … there's nobody else doing what we do, and we bang that drum pretty loud. We differentiate ourselves with that," he said.

Tom Catalano, Curry Supply's director of marketing, said companies that can't keep up with the speed of their customers won't be around for long.

"Those companies that are not embracing the modern-channel technologies are going to find they're going to be left behind," Catalano said.

Challenges, opportunities ahead

While companies are forecasting strong business from construction, railroads, oil and energy companies in the short term, some leaders say it's tough to know exactly what will happen a few years down the road.

Sumrall said one thing is clear: growth can't go on forever.

"Currently the best minds out there that do forecasting are saying in late '16, '17, we'll see a tightening, and I think that makes sense," he said. 'We're a cyclical industry, and tend to have strong years or weaker years."

New fuel efficiency standards for heavy-duty vehicles will begin in 2018, providing a new set of challenges for manufacturers.

"I think the thing that's happening in our industry is everybody is talking lighter, fuel economy," Fleetwest's Endicott said. "The big truck makers are going to aluminum beds, trying to find ways to go lighter, more fuel efficient and greener. Those are the big buzzwords."

But it's also a major opportunity for companies looking to innovate.

Carla Anglin, vice president of sales and marketing for BrandFX Body Company, a maker of composite utility bodies in Fort Worth, Texas, said an increased emphasis on efficiency has been behind much of her company's growth.

"I think we've definitely seen the trend grow," she said. "Back in 2006, when fuel prices got up to $4 a gallon, our lightweight products got very appealing in the marketplace."

Before then, she said, many utilities weren't interested in composite bodies. Now, there's enough of a demand that BrandFX is developing new products that are lighter, using only composite instead of a blend of composite, aluminum and steel.

"We'll continue to develop our process, and our technology, so we are able to produce lighter-weight products with fewer emissions, and even zero emissions," she said.

"I think it's changed, in some ways, how they view assets that are typically thought of as five- to 10-year assets."

— Jeff Shaw, Curry Supply Co., Martinsburg, Penn

Anglin said the evolution of efficiency technology among U.S. companies is likely to attract more attention from the rest of the world. Exports, she said, could be the growth trend of the future in the service truck industry.

"I do believe there's international opportunity in Saudi Arabia, Africa, South America," she said. "There's interest across the world, and Germany in particular favors lightweight composites so we've had some good success with initial scouting for what the opportunity could look like there."

Though there may be ups and downs in the businesses that use depend on service trucks, people in the industry said they know it's unlikely the need for their skills, services and products will disappear anytime soon.

"Our major industries are energy, mining, oil and gas, and for as long as we have society we're always going to have a need for energy and a need for things being built," Shaw said. "But we've got to be mindful and to continue to explore how their buying behaviors change and how they're viewing what it is we're selling them."

Erin Golden is a journalist based in Minneapolis, Minn.

COVER

Knuckle-boom versus stick-boom

continued from cover

The PK 11001 CM (corner mount) articulating crane was designed especially for service-body vehicles, says manfacturer Palfinger.

IMT's 7500 telescopic boom crane, mounted here on an IMT Dominator service body, has a maximum vertical reach of 31 feet, five inches, says the manufacturer's website.

IMT 9/65 series articulating crane is rated at 65,100 foot-pounds and has horizontal reach of 18 feet, the company says.

The HFC-3019 articulating crane from Jomac Ltd. has a capacity rating of 30,000 foot pounds and hydraulic extension of 42 feet when mounted on a 34-inch high truck frame, according to the manufacturer.

Jomac Ltd.'s STC-90 telescopic crane has a capacity of 50,000 foot pounds and maximum reach of 20 feet, the company says.

some may be ideally suited for certain tasks they're largely interchangeable.

Interchangeable might be the perfect way to describe these two cranes. Not only can each be used for a particular job, with tweaks to the technique of course, they each have nicknames, as if eager to play the identity-guessing game Name That Crane!

Brian Heffron, Palfinger's U.S.-based product specialist for mechanic's trucks and cranes, and Jeff Black, the company's Canadian sales manager, each throw in "articulating crane" references to knuckle-booms, and "telescopic" for stick-booms. But that's par for the course in a world where crane users often adapt what they have to what they need.

"It's not one versus the other," says Black, Palfinger's in-house knuckle-boom expert. "We have good knuckle-boom market share, and in recent years we've also gotten into stick-booms. They both have a place."

Heffron, Palfinger's telescopic rep, concurs. "It really comes down to the end user's preference and comfort," he says.

Not that the cranes don't have their differences.

"Where you've got to lift something up and over and place it on top of a building, knuckle-booms can get the angle over the roof ledge," Heffron says. "But if you're trying to stick into a very narrow space and then put a winch down to pick something up and bring it back out, a stick-boom's the way to go."

Given that service trucks usually have just one crane, what's an operator to do when a job might seem best suited for the crane-type they don't have on their truck? Use what you have, Heffron says. "You're not limited. It's just a different way of doing the same operation."

Black chimes in to explain that a stick-boom offers a simpler geometry not quite as complicated as a knuckle-boom's. "It's generally fairly easy to use — an operator can figure it out pretty quickly," he says. "Knuckle-booms can be a lot more involved and the operation can be more delicate."

Black says he's seen a lot of knuckle-booms used on service trucks in the oil and propane industries. "You generally get more reach out of them than with a service telescopic crane. But any application requiring a winch is easier with a stick-boom than with a knuckle-boom because putting a winch on a knuckle-boom is kind of a secondary lift operation."

Still, Black describes the advantages and disadvantages as relatively minor. "You can play with your rigging a little bit," Black says. "With a stick-boom you'd just drop your winch line straight down if you've got to go down into a hole or reach down below-ground into something, but if you're using a knuckle-boom you could use a longer rigging cable."

Generally speaking, stick-booms remain the crane of choice for service trucks in the U.S. Heffron puts the prevalence of stick-booms at 85 percent of the service truck market and knuckle-booms at 15 percent. Heffron pauses for a moment, though, and says this is just an estimate. "I don't think we have exact numbers," he says.

Black tells Heffron that he agrees — as far as the U.S. is concerned. "It's different in Canada," he says. Knuckle-boom percentages are bigger north of the border because they enjoy almost uniform popularity on European service trucks and Canada's closer connection to Europe has led to higher numbers.

Ohio-based Jomac Ltd., meanwhile, also offers the two cranes types with its service trucks. Lyle Drake, who was the company's service manager until leaving in August, says it all comes down to user preference.

"We've done service trucks with knuckle-boom cranes mounted behind the cab and telescopic cranes on the rear corner," Drake says, adding that the two can even be placed on the same truck.

Typically, the crane of choice for a service truck is a telescopic. But Drake says some truck operators also use a knuckle-boom "for an additional hand."

Generally, operators go with what they're used to operating. "Some people like telescopic cranes because they're more conventional," Drake says.

For a truck operator needing to reach below ground level, a telescopic crane with a winch may be advantageous, Drake says. "Let's say you boom out, you're horizontal to the ground, and you're 12 feet off the ground — well you still have another 100-plus feet to go below ground surface. Whereas on an articulating crane it's all hydraulically operated."

On the other hand, Drake says he's provided knuckle-booms with winches installed on them.

Iowa Mold Tooling manufactures both crane varieties on its trucks, but business development manager Tim Worman says his customers favor stick-booms "99.5 per cent of the time." He attributes this largely to a market that's used to them.

"A telescopic crane is easy to operate. You lift the boom out of its stow saddle (boom support), you rotate it to where you want it, you extend it to the height you want, and you drop the winch cable and do your hoisting," Worman explains. "Whereas an articulating crane, by the nature of how it operates by having an inner boom, an outer boom, and extension, is a little more complex to operate."

Worman points out that a mechanic is not a crane operator and tends to see a crane as a tool. So with articulating cranes weighing significantly more than telescopic ones, mechanics consider that this might come at the expense of carrying other equipment needed for the job.

"Payload is king right now," Worman says. "They want their trucks to run legal and they want to carry as much as they can."

There are instances, especially when working on a large machine such as a roller cage or an excavator, where an articulating crane will meet needs for increased capacity and reach. "You run out of lift with a traditional corner-mount telescopic crane at some point, and an articulating crane would work good for it."

However, Worman says a service truck loses a lot of its capability the bigger its articulating crane, and manufacturers such as IMT have increased the reach of their telescopics.

For many, the bottom line is the bottom line. Worman says both the initial price tag and the total cost of ownership both tend to be lower for a telescopic crane than an articulating one.

Long-term savings all depend on how the truck and crane are configured. A 6,000- to 7,500-pound telescopic crane could cost $10,000 to $20,000 less than an equivalent articulating crane, Worman says.

The cost of ownership accrues on an articulating crane because the additional cylinders, pivot points and electronics can wear over time. "System-wise it gets to be more expensive," Worman says.

For Worman, the real bottom line comes down to customer need. "How far do you want to reach? What do you want to lift? What's your payload expectation? At the end of the day, when you compare which crane to use, it boils down to what you anticipate doing with the truck and how you expect to efficiently optimize it."

Saul Chernos is a freelance writer based in Toronto.

FEATURE

Engine confronts challenge of cutting carbon emissions

New engine technologies and improve driver techniques are chipping away at CO_2

KEITH NORBURY

To test the notion that Google can deliver just about anything, Jeff Patten typed something along the lines of "crazy red neck guy dumping fuel on campfire" into the search engine.

"And guess what? There's the fellow there," Patten said, referencing a slide in his presentation on diesel fuel emissions at recent conference of transportation equipment manufacturers.

Aside from eliciting laughs, the slide, which also showed a generic diesel engine, also made a potent point: a gallon of diesel poured on a campfire releases the same amount of carbon dioxide — 2.64 kilograms — as that same gallon burned in a tier 4 compliant diesel engine.

"There's nothing you can do about that. It's pure physics and chemistry," said Patten, a professional engineer and manager of the testing and evaluation group with the National Research Council of Canada's Centre for Surface Transportation Technology.

Patten's remarks came during a panel discussion on fuelling the future at the annual conference of the Canadian Transportation Equipment Association in Edmonton this October.

"I am the ultimate jack of all trades and master of none. I am by no means a world renowned fuels expert," Patten said.

Craig Musselman of Cummins talks at the CTEA's annual conference about the engine manufacturer's efforts to reduce emissions.

Photo by Keith Norbury

However, he did know enough to offer a "bit of emissions 101," which included pointing out that all of the "fabulous work" that the U.S. and Environmental Protection Agency and Environment Canada have done in recent years to reduce emissions have focused on a very small slice of the emissions pie. Those regulated emissions, which include particulate matter (or PM) and oxides of nitrogen (a.k.a. NOX) have been slashed more than 90 percent in recent years.

Most of the remaining unregulated emissions — nitrogen, oxygen, and water vapour — are largely harmless, he pointed out.

An elephant called carbon dioxide

"But fuel consumption and CO_2 are kind of the elephant in the room," Patten said.

Engine CO_2 emissions, however, haven't changed much in the last decade "because of the focus on the regulated emissions," he said.

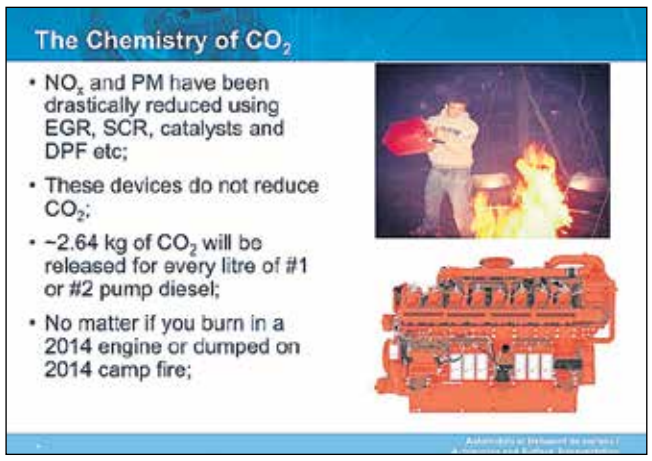
Those emissions pose immediate health risks because they can contain carcinogenic toxins and particles that contribute to lung diseases like chronic obstructive pulmonary disease (COPD). CO_2's greenhouse gas effects "are much more global and much more long term," he pointed out.

Dealing with CO_2 emissions is a gargantuan challenge that he illustrated with a photo of Dr. Evil from the Austin Powers movies.

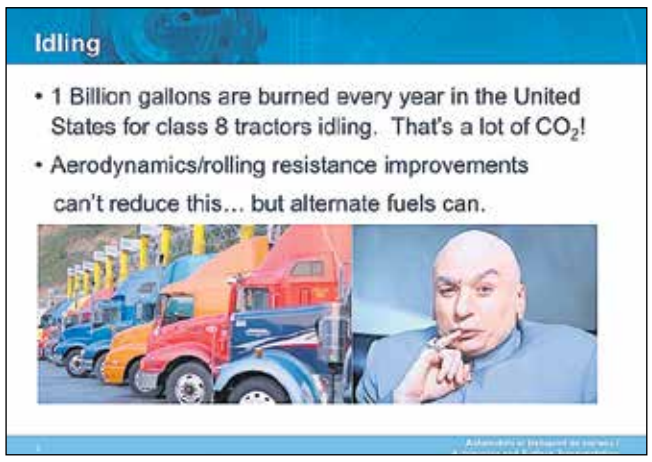
"A billion gallons of fuel are burned every year in the U.S. for class 8 tractors idling," he said. "A billion. That's a staggering amount. And there's no amount of aerodynamics or rolling resistance that is ever going to change that."

Well, they can but to a moderate degree. In another presentation at the conference, Patten outlined how innovations like roof reflectors have increased fuel efficiency, which in turn have cut potential emissions.

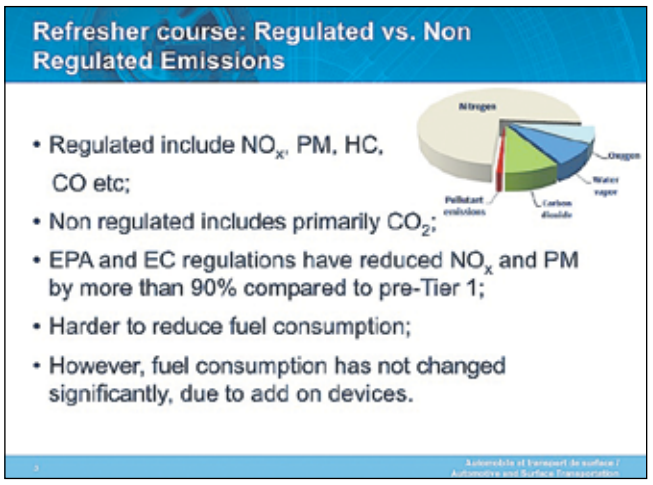
And as other presenters at the conference pointed out,



Whether its burned in a campfire or burned in an engine, a gallon of diesel fuel produces 2.64 kilograms of carbon dioxide.



Idling class 8 tractors burn billion gallons of C02 annually in the U.S., according to this slide in a presentation at the CTEA annual conference this October.



Regulated emissions make up only one percent of the emissions pie, according to this slide from a presentation by Jeff Patten of the National Research Council of Canada's Centre for Surface Transportation Technology.

new engine technologies and even driving techniques can also chip away at those CO_2 emissions.

"The only way you're going to be able to reduce the greenhouse gas is by making that engine burn less CO_2 but still perform the way you want to," said Craig Musselman of Cummins Diesel of Canada Ltd. during his presentation.

Cummins has taken care of NOX and PM "as best we can" in recent years, said Musselman, the company's on-highway business representative for Western Canada. "Now the focus is moving on to making CO_2 requirements go down." The way to achieve that, he said, "is through integration of technology" that involves more than just the engine, he said.

"It's a process of working with the tractor manufacturers, the chassis manufacturers, and I guess all the engine manufacturers to reduce those greenhouse gases, be it tractor weight, rolling tire resistance, aerodynamics, or in our case CO_2," Musselman said.

continued on page 16

BY DAN ANDERSON

Spec My Truck

California owner-operator takes pride in independence

Photos: Jeff Clark

Fifty-three-year-old Jeff Clark, owner and sole mechanic at Jeff Clark Heavy Equipment Repair in Riverside, Calif., has a problem with the tool inventory on his service truck.

"I'm to the point where if I want to add a tool to my truck, I have to take another tool off my truck," Clark says. "Since I don't have an actual shop, most of the tools I own are on the truck. All my drawers and compartments are crammed full. I can't add any more weight or I'll be over the legal (weight) limit."

Clark grew up on a farm and was taking apart (but, to his father's chagrin, not re-assembling) lawn mower engines before he entered kindergarten. In high school, a work-study job with the local Caterpillar dealership evolved into a full-time job after graduation. Shop work interested him, but his goal was field repairs from a service truck.

"The guys who worked from service trucks were the top rung, and that's where I wanted to be," he says. "I liked the idea of being on my own, just me and my skills as a mechanic to figure out and fix whatever problems they threw at me."

Demand for his skills eventually led him to leave the dealership.

"It got to the point where the hours I had to work were more than my family could handle," Clark says. "I was burning out, so I bought a used service truck, turned in my resignation and went out on my own. I had that first truck five or six years. It was an old, used Super Duty Ford with a 5,000-pound electric crane on a service body. Once I was sure I'd be able to make it on my own, I bought a '94 International 8100 with a Cummins L10 engine and a Fuller 10-speed transmission. I put an Auto Crane service body on it with AG drawer kits in it. It's got a 10,000-pound hydraulic crane with remote control. I mounted my Lincoln G9 Pro, 9,000-watt welder/generator on it, along with a (20-horsepower) Kohler-powered Champion air compressor. A lot of guys use PTO-powered air compressors, but I never liked the idea of using the engine I need to get home to power anything on the job site."

Clark custom-ordered the drawer sets in his service body. Drawers in the largest compartment on the right side of the truck go from floor to ceiling.

"I always thought the big space above the normal drawers in a service body was wasted space, so I ordered my right side compartment with drawers all the way to the top," he says.

A laptop computer and "friends who have friends" enable Clark access to a range of diagnostic programs and technical software that allow him to work on a variety of brands of heavy equipment. He specializes in Cat equipment, but isn't afraid to tackle Hitachi, Deere, or other brands. He has created a niche for himself in heavy equipment air conditioning repair.

"I've got a hose crimper on the truck and carry reels of the most common air conditioning hoses and all the common fittings," he says. He considers his crane an air conditioning tool. "The crane is nice when you're lifting the 150-pound A/C unit off a 657 scraper."

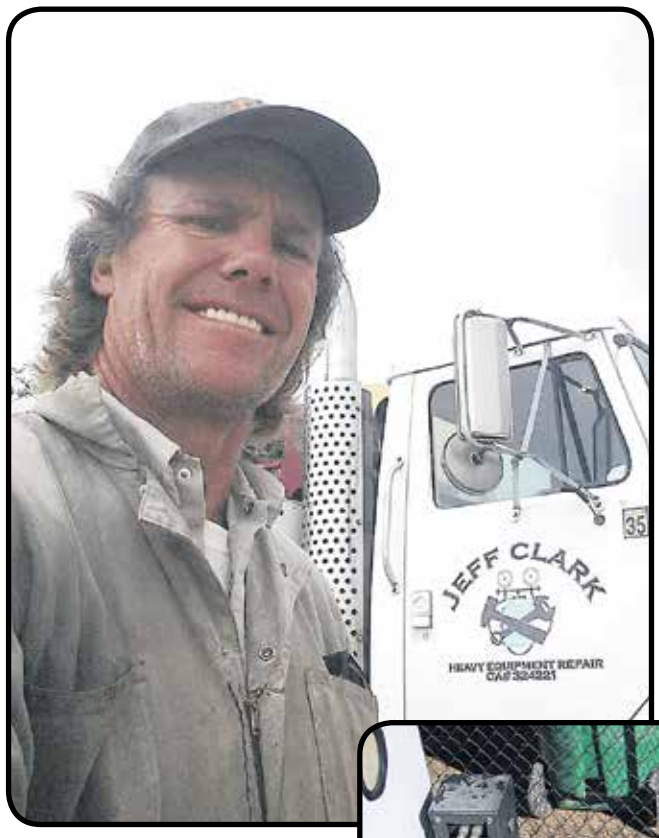
Clark likes the design of his Auto Crane.

"The end of the boom is small compared to other cranes," he says. "That's nice when I have to boom-out and stick the end of the crane through the door of a cab to raise or lower a component through the floor. Plus, the Auto Crane remote control box is relatively compact so I can operate the switches and trigger with one hand and have the other hand to guide things I'm lifting."

Life as an independent heavy equipment mechanic works well for Clark.

"Being on my own lets me balance work and family so I don't get burned out," he says. "And on those days when things aren't going well, I imagine myself sitting in an office in a cubicle getting yelled at for something that wasn't my fault, and suddenly I'm feeling pretty good about where I'm at and what I'm doing."

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



Jeff Clark

Jeff Clark's truck has an A

Extended rear deck is equipped with Wilton vise."

Clark keeps most of his tools on the truck.

Bins brim with odds and ends.

Peek inside the cab of Clark's 20-year-old International 8100.

Tell us about your truck

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

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

Auto Crane service body.

Automatic hose reels keep hoses handy and tidy.

The 10,000-pound hydraulic crane operates by compact remote control.

Jeff Clark's '94 International 8100 boasts a Cummins L10 engine and a Fuller 10-speed transmission.

Lincoln G9 Pro welder/generator is mounted crosswise.

Cummins L10 engine powers Clark's rig.

Common A/C hoses and fittings are at the ready.

Chains and hoses occupy most of a compartment.

Custom-built drawer set reaches from the floor to the ceiling of the service body.

There's no wasted space in any compartment.

Spray cans stored within easy reach.

COVER

Service truck thieves catch victims by surprise

continued from cover

of Benicia, Calif., Nick Piano, owner of All-American Elevator, experienced a similarly shocking revelation. "One of our employees called at three or four in the morning and said he heard his truck drive off," Piano said. Hours later Piano received a call at his office that his service truck had been found in a neighbouring city with the doors and boxes wide open, stripped of everything right down to the batteries. Piano still doesn't know exactly how the theft happened.

"There was no immediate damage to the steering column or lock cylinder or anything like that," says Piano. "The exterior lock had been damaged but it wasn't that the lock was taken out, so I don't know if they damaged it to cover up how they really got into the truck or what the deal was. He didn't even hear the alarm go off."

> ***"The first time, that person took it to a shop and they took their time and dismantled everything. They unbolted the service crane, took all the wiring, the welder, the air compressor, everything that was wired back to the truck. They weren't in a hurry."***
>
> *– John Paul Dineen III, Red Oak, Texas*

Thieves return for more tools and accessories

Stories like those told by Dineen and Piano are becoming increasingly common these days — service trucks and other utility type vehicles being stolen and stripped of their valuable components and tools. One of the key challenges in combating this issue, however, is the wide variety of criminals and techniques involved. To illustrate this point, we need only compare the initial theft of Dineen's truck with the second time it was stolen that week.

"The first time, that person took it to a shop and they took their time and dismantled everything," Dineen said. "They unbolted the service crane, took all the wiring, the welder, the air compressor, everything that was wired back to the truck. They weren't in a hurry. They even had the time to take my logos off the doors so they could drive it without drawing attention to themselves."

Dineen believes his service truck was en route to a second location for removal of the rest of the service body when the truck ran out of gas. It was recovered from the side of the road and brought to an impound lot. The truck was being transported to another lot so Dineen's insurance company could assess the damage when a second thief stepped in — the tow truck driver.

"I'm sure his mindset was 'Hey, I know this insurance company hasn't even seen this thing yet. I'm gonna get what I can off it,' knowing he could blame the first guy," Dineen said. "He decided he would take it to his house to start stripping out everything that was left."

While the first thieves had been meticulous and efficient in their approach, the tow truck driver was ripping storage boxes off the truck with a crowbar when police found him.

"It was quite the fiasco, I'll tell you," Dineen said with a laugh.

While Dineen had never heard of this sort of thing happening before in Red Oak, the sheriff told him that there had been a rash of truck thefts in the area around that time. A similar increase in thefts had occurred in Piano's home town.

continued on page 15

John Paul Dineen III's Ford Super Duty service truck shows damage from when it was stolen. In a matter of hours the truck would be stolen for a second time.

Texas farmer John Paul Dineen III, who had his service truck stolen twice, poses American Gothic style with his wife, Heather.

Photos courtesy of John Paul Dineen III

Whoever stole John Paul Dineen III's service truck the first time even removed the logo from the truck door.

COVER

Truck thefts "off the charts," police say

"They were going off the charts for a while," said Sgt. Roger Yokoi of the Benicia Police Department Investigations Unit. "We're just a small town, seven square miles and 20,000 people and these trucks were being stolen one-to-two a day sometimes."

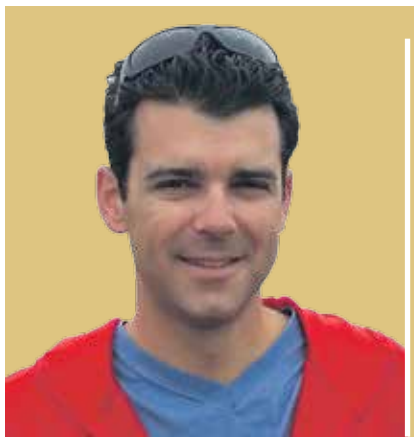
Yokoi said it's hard to pinpoint what happens to the vehicles and their parts after they're stolen.

"These things very rarely make it to pawn shops anymore," Sgt. Yokoi said. "They dump them off to other people that they know who'll take them to flea markets. I heard that many of the trucks they steal go overseas. What they do with them there, I have no idea. Obviously there's a lucrative business there."

Looking at Dineen's story and then Piano's story, it's easy to image a scenario of roving bands of truck thieves, moving from one area to the next stealing as they go. Yokoi said that's only one of many potential explanations.

"That's a possibility. Or the demand for them dried up," Yokoi said. "Or whatever avenue they had to get them to where they were going either got busted along the way or something happened where they couldn't dispose of these trucks so the demand for them went out the window. All of that could be part of the reason."

Regardless of the rises and falls in numbers at a local level, nationally the numbers are rising, said Tony Nicoletti, director of sales and business development at DPL Telematics.



"The exterior lock had been damaged but it wasn't that the lock was taken out, so I don't know if they damaged it to cover up how they really got into the truck or what the deal was."

– Nick Piano, All-American Elevator, Benicia, Calif.

Stolen service trucks usually "chopped"

"According to the National Insurance Crime Bureau, construction theft losses range from $300 million to $1 billion annually and are continuing to increase," Nicoletti said. "Service trucks are part of that loss, and add to it further by the fact that not only are the trucks stolen but also all the parts and tools inside them. Most service trucks are chopped for parts shortly after being stolen, unlike equipment which is sold as a complete entity. We have even seen stolen trucks used simply to commit other crimes, as getaway cars or transporting contraband."

DPL Telematics boasts a suite of theft prevention and fleet management solutions. Their theft solutions fall under the three categories of prevention, notification and recovery.

"Since theft typically occurs after hours, on weekends and when trucks are left unattended by drivers, our asset tracking unit will setup a curfew on your equipment at that time," Nicoletti said. "What that means is that the unit will literally text the customer's cell phone or drop you an email if someone tries to start the machine or moves it during those off hours. The system can even go as far as to automatically disable the truck from running at that time."

If the vehicle is stolen, DPL's system aids recovery with a GPS tracker. The truck owner need only login to their system via an app in order to see the current address of a vehicle. If the machine isn't where it's supposed to be, the owner can call the police and direct them to the location.

Another product on the market to help owners stem theft is LoJack. The LoJack system works similar to a G.P.S. tracker, but on a proprietary FM network. Associate Vice-President for LoJack, Courtney Demilio, says this allows the system to stymie even the most ingenious thief, citing an example where thieves attempted to steal a load of vehicles by using cellular jammers.

"We stopped that because of our radio frequency," Demilio said. "They put cell blockers on and thought it would block OnStar or whatever communication device they had on board, but LoJack doesn't use that type of technology. We were able to recover all the assets."

"Most service trucks are chopped for parts shortly after being stolen, unlike equipment which is sold as a complete entity. We have even seen stolen trucks used simply to commit other crimes, as getaway cars or transporting contraband."

— Tony Nicoletti, director of sales and business development, DPL Telematics

As for why these types of thefts are on the rise, Demilio pointed to the state of the economy.

"It's not uncommon for someone to take a utility type vehicle or a vehicle that can hold cargo just to start their own business. It can truly be about stealing someone's business to start their own. It's not like other businesses. If someone walked away with your family restaurant, people would notice."

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

Nick Piano's All-American Elevator service truck was recovered after being stolen in California. However, other victims of service truck thefts haven't been so fortunate.

Photo courtesy of All-American Elevator Inc.

FEATURE

Engine confronts challenge of cutting carbon emissions *continued from page 11*

In Cummins' case, Musselman cited a slide that showed the company's goal is to reduce CO_2 by two to three percent every three years for tractor and vocational engines from now to 2023.

Re-use waste energy to reduce CO_2

One key target of CO_2 reduction Musselman referenced is in brake thermal energy, which accounts for about 42 percent of fuel energy. Another eight per cent of fuel energy is lost to friction, he said. Exhaust energy and heat transfer energy make up the rest.

"There's opportunities to take advantage of the exhaust energy and heat transfer energy by reusing them in the system," Musselman said. "These are key ways you can help to reduce greenhouse gases."

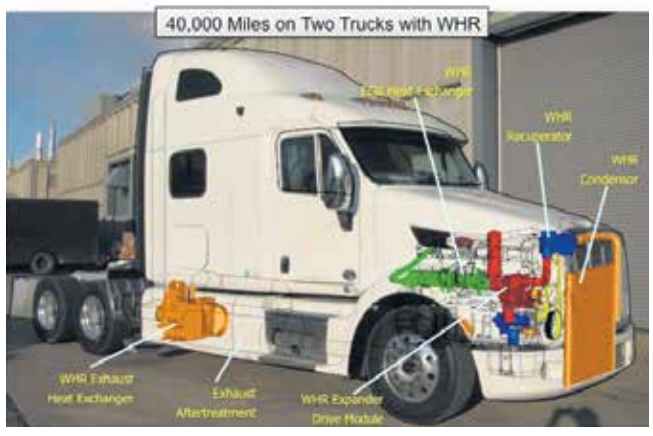
Downspeeding is another way to reduce CO_2 because modern engines reach their peak torque at lower RPMs than older models.

"You can get three to six percent fuel economy saved just by doing aggressive down-peeding," Musselman said.

Encouraging downspeeding is a partnership Cummins has with transmission maker Eaton called the SmartAdvantage Powertrain, which is currently available with two engines, he pointed out.

"The engine and transmission share critical data, determining the torque required to deliver the power level drivers need," says a posting on the Cummins website. "Error-free, guessproof shifting makes every driver in your fleet as efficient as your best driver."

Among the features of SmartAdvantage are acceleration management, adaptive torque control, and driver prompts, according to a slide with Musselman's presentation.



Cummins and Peterbilt have collaborated on a SuperTruck program that increased fuel efficiency from 6.3 miles a gallon to 10 miles a gallon on the two trucks tested.

"In reality one of the biggest ways to try and help reduce greenhouse gases and make an engine more fuel efficient is to have your driver run the equipment properly," Musselman said.

Cummins' goal is to reach 50 percent thermal energy efficiency from the 42 percent at present. Ways to achieve that include "parasitic reductions" such preventing heat loss through shaft seals, as well as improvements in combustion and handling by modifying piston bowl size and shape or increasing turbocharger efficiency, Musselman's presentation pointed out.

Yet another means is through a waste heat recovery system involving such elements as the EGR (exhaust gas recirculation) system and turbine expander.

Cummins has been testing these technologies in a SuperTruck program in the U.S. in conjunction with Peterbilt, Musselman said. Two trucks equipped with the waste recovery systems have logged 40,000 miles.

Cruise control keeps down emissions

"And what they found was between 50 percent effort between the engine and 50 percent effort between the truck, they were able to take a truck that was getting 6.3 miles per gallon and bump that all the way up to 10 miles per gallon," Musselman said.

"Obviously numbers we don't really see up here in Canada," he added. "But still it's a significant step."

As he noted later in his presentation, a driver in a "performance gearing area" like mountainous western Canada is going to have trouble improving fuel efficiency.

"You have to gear at your peak power, and as a result that means you're not going to have as fuel efficient an engine as is possible," Musselman said.

However, there are electronic means can drivers can employ to improve performance, including using cruise control.

"If you can find a way to coach your drivers to get your trucks into cruise control, you will see increased fuel efficiency for the fleet," Musselman said. "If for example you set the max cruise control speed at 65, and the max speed non-cruise control of 63, there is going to be that push to get it into cruise so they're running at 65 miles an hour."

He conceded however that most drivers abhor cruise control because they don't want to surrender control of the vehicle. "But it is a way to increase your fuel economy."

Natural gas vehicles marked for safety

Manufacturers converting vehicles to natural gas can now obtain national safety mark certification from Transport Canada for such conversions.

"You could multi-stage manufacture a natural gas vehicle provided it was a new vehicle, and potentially secure that safety mark," Alicia Milner, president and CEO of the Canadian Natural Gas Vehicle Alliance, said at transportation conference in Edmonton this October.

The Canadian government requires the national safety mark, or NSM, on new vehicles offered for sale in Canada. Manufacturers authorized to use the mark must be able to certify that their vehicle production complies with Canada's *Motor Vehicle Safety Act*.

Milner credited Don Moore, executive director of the Canadian Transportation Equipment Association, which hosted the conference, with working with Transport Canada "to verify that the concept made sense."

Vancouver-based Wesport LD was the first company in Canada "to secure the national safety mark for outfitting a vehicle for natural gas," Milner said.

A company's unique number appears in the centre of Canada's national safety mark.

Logistics company Agility, and National Energy Equipment Inc., a designer and distributor of fuel-delivery systems, have also received national safety marks for natural gas conversions.

In a related development, manufacturers that already have a national safety mark for a piece of equipment from Transport Canada don't necessarily need to obtain another safety mark to outfit that model for natural gas.

For example, a company that had a national safety mark for a body installation wouldn't have to reapply to install a natural gas fuel system.

Again, Milner credited Moore with enabling that development. However, there is a caveat: the manufacturer better have data available to verify to an inspector that the company knows what it's doing and that the installation doesn't take the vehicle out of compliance.

Alicia Milner (left) credits Don Moore with improving system for obtaining national safety marks.

TRADESHOW WRAP

Equipment conference sessions well-attended

About 190 delegates take part in Canadian Transportation Equipment Association 51st Manufacturer's Conference in Edmonton

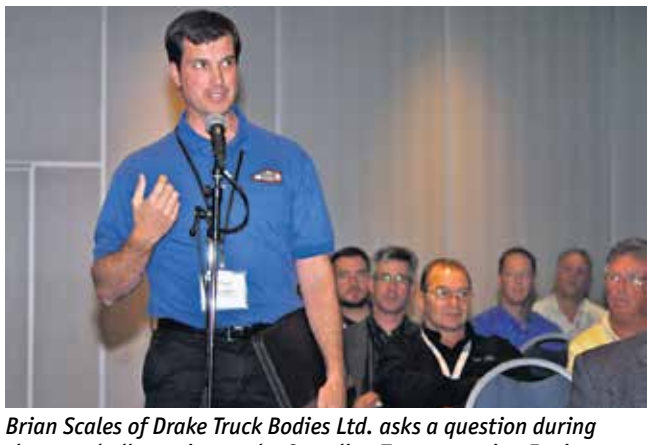
KEITH NORBURY

The recent annual Manufacturer's Conference of the Canadian Transportation Equipment Association received generally glowing reviews from attendees.

"We've had a lot more interaction this year than I think we've had in a few other years," said Bill Sumner, original equipment manager for Grote Industries Co., the Canadian branch of Indiana-based Grote Industries Inc., a manufacturer of truck lighting, safety equipment, electrical harnesses and other accessories.

"Location certainly helps. It's been good having it out west again," Grote added during an interview with *Service Truck Magazine* at the conference, referring to the 2014 event having taken place in the Alberta capital city of Edmonton.

Attendance was slightly down at the conference, the 51st annual, compared with the 50th anniversary celebration last year in Toronto. However CTEA executive director Don Moore estimated that attendance was around 190 people at this year's event, which took place Oct. 27-29 at the Delta Edmonton South Hotel & Conference Centre.



Brian Scales of Drake Truck Bodies Ltd. asks a question during the town hall meeting at the Canadian Transportation Equipment Association's 2014 annual conference in Edmonton, Alta.

"We typically find that the destination draws people because they want to see it. The westerners want to see the east side of the country and vice versa," Moore said.

He admitted organizers were concerned about how well Edmonton would draw. However, the association — whose members include service body makers, chassis manufacturers, and accessory makers and distributors — has many members in Alberta.

"It's worked out extremely well," Moore said.

What pleased him most was the turnout at the various technical sessions at the conference. They included a panel discussion on "fuels of the future" such as liquified natural gas, dimethyl ether, and partial hydrogen injection. Representatives of several chassis OEMs — Hino, Navistar, Western Star, Kenworth, Peterbilt, and Freightliner — discussed new products options from their companies, such as natural gas-powered engines.

"You bring in people to talk about topics that are important to at least a portion of your membership and you really feel for the speaker if you don't have the turnout," Moore said. "But it's been very, very good. Every session has been well-attended."

Conference "definitely" beneficial

Among those presenters was Melissa Gauger, North American product manager for Navistar. It was her first CTEA conference, although she has attended conferences of the association's U.S. counterpart, the NTEA (National Truck Equipment Association).

"It's smaller but it's very similar in the structure," said Gauger, who is based in Lisle, Ill.

George Artem, left, central regional manager for Parker Hannifin Canada Division, and Steve Black, Calgary-based territory manager for truck products, promote Parker's Chelsea brand PTOs at the table-top trade show during the 2014 CTEA annual conference in Edmonton.

Attending the CTEA conference was "definitely" beneficial for her company, she said.

"It's got the right body companies and customers here to be able to present information to and get feedback from," Gauger said. "So it's a good forum for that."

George Artem, sales manager for truck hydraulic products for Parker Hannifin Canada Division, had a similar assessment.

"The conference is very informative," said Artem, who is based in Milton, Ont. "We have a lot of good feedback from our customers and clientele that come to this conference, which is mostly all vocational truck related business."

For Artem, who was at the show promoting Parker's Chelsea brand of PTOs, it was his third CTEA conference. "They get the right audience that we need to play with," Artem said.

It's all about the networking

Alan Eagleson, director of commercial products with Ontario-based Dynamic Tire Corp., attended the show for the first time, primarily to promote his company's line of Chinese-made Aeolus truck tires.

"We seem to have a pretty good response," Eagleson said. "There's a lot of people. We've made some good contacts for followup."

The show was especially of benefit to Dynamic's original equipment sales rep, Matt Yates, Eagleson said. "He has been able to meet some people he has contacted by email or phone. And now he has put a face to a name from some of the companies that he's contacted in the past."

That's exactly what the CTEA's Moore liked to hear.

"The sponsorship people seem to be very satisfied with our trade fair," said Moore, a professional engineer who used to work at Western Star when the chassis maker was still based in Canada. "And in general what I'm most pleased with as usual is the amount of networking that takes place at this event, which is really what it's about."

Also attending her first CTEA conference was Lorna Veliz, vice-president of international sales with Sealco Commercial Vehicle Products Inc., which is based in Phoenix. Ariz.

"It's a very nice tight community," said Veliz, who lives in southern California.

"The knowledge base is good," she added. "People are willing to share their information."

Her company manufactures airline valves, brake values, electrical harnesses and other truck accessories mostly for trailers. However, Steve Lamb, Sealco eastern Canada regional manager, said heavy-duty mechanics often stock such equipment in their service trucks. He should know: he used to be a heavy-duty mechanic who had a service truck.

"You keep a minor common parts inventory inside of a service truck," said Lamb, who was attending his third CTEA conference. "You have brake chambers, the air lines, the brake valves, lights, wiring."

Manic keynote speaker not big on trucks

Not everything at the conference focused on trucks and trailers, which are the core industries of CTEA. In fact, one of the most popular sessions at the conference was a keynote luncheon address by "inspirational" speaker Bryan Dodge.

Early into his manic speech, which elicited comparisons to the late comic genius Robin Williams, Dodge declared, "I didn't really come here for your industry. I don't care about it."

And he didn't stop there.

"I really don't care about trucks," said Dodge, the author of The Good Life Rules: 8 Keys to Being Your Best at Work and Play. "I don't care about parts. I don't care about transportation. Don't care. Really don't care."

What he does care about, though, he pointed out, was being "sick and tired of seeing everything get so much better but the people aren't."

"I'm tired of seeing rigs that are untouchable and the people that are driving them are exhausted," Dodge

continued on page 18

The 2015 CTEA conference takes place Oct. 26-28 at the Hotel Fairmont Manoir Richelieu hotel in La Malbaie, Que.

Photo by Bernard Gagnon/Wikimedia Creative Commons license

CTEA annual conference goes to Quebec in 2015

The Canadian Transportation Equipment Association's 52nd annual conference will take place next October in a small Quebec town on the St. Lawrence River northeast of Quebec City.

The conference, Oct. 26-28, will convene at the Hotel Fairmont Manoir Richelieu hotel in La Malbaie, Que. The town of about 9,000 people is around 145 kilometres northeast of Quebec City.

While La Malbaie is in a predominantly French-speaking region, the conference sessions will be in English, said Jeremy Harrower, the association's technical programs manager.

Most of CTEA's members Francophone members are also fluent in English, he noted. The association also has bilingual staff who can converse with French speakers.

The conference agenda won't be available until closer to the date. However, it will again include a town hall session and updates from federal and provincial regulatory agencies.

TRADESHOW WRAP

continued. "I'm tired of seeing businesses that are wearing too many hats and losing the ability to be balanced both at work and at home, and lose too many things."

Among those impressed by Dodge's presentation was Bill Sumner of Grote Industries.

"I'll try to get the whole complete program from him, so we'll see how it goes," Sumner said.

OEM sessions prove popular

Overall, Sumner also rated the OEM sessions highly, singling out the Hino presentation by Wil Hiew, western region field service manager for Hino Motors Canada Ltd., who spoke about the Japanese-based company's manufacturing operation in Ontario.

Other presentations "weren't as much information as we would have liked," Sumner said. "We'll have to go on the website and try and find it. Others were very good."

Richard Crowe, of Winnipeg-based Fort Gary Industries, said he found the OEM presentations "very informative." He was most impressed with new configurations by International (Navistar) and Freightliner, such as the latter's multiplex wiring.

"We've had Freightliner in our facility a few times with programming and it makes things a lot easier when you have that good relationship with the manufacturers to be able to do that," said Crowe, who manages a Fort Gary branch in Calgary.

Aside from the table-top trade fair and town hall meeting, the conference also featured a bus tour about 20 miles south of the hotel to the Leduc No. 1 Discovery Centre, a museum chronicling Alberta's oil history. The conference closed with a gala banquet featuring guest speaker Hayley Wickenheiser, a four-time Olympic gold medalist for Canada in women's ice hockey.

Inspirational speaker Bryan Dodge, author of The Good Life Rules: 8 Keys to Being Your Best at Work and Play, has delegates raise both hands during his keynote address at the 2014 CTEA annual conference in Edmonton.

Melissa Gauger, North American product manager for Navistar who is based in Lisle, Ill., gets ready for her OEM presentation at the CTEA annual conference in Edmonton.

Don Moore, executive director of CTEA, speaks during the association's annual general meeting during the 2014 CTEA annual manufacturers' conference in Edmonton this October.

Bill Sumner, Canadian OE manager for Grote Industries, lights up the table-top trade show at the 2014 CTEA conference. He's holding a six-inch oval LED S/T/T with integrated backup lamp.

Alan Eagleson, director of commercial products with Ontario-based Dynamic Tire Corp., attends the table-top trade show at the 2014 CTEA conference.

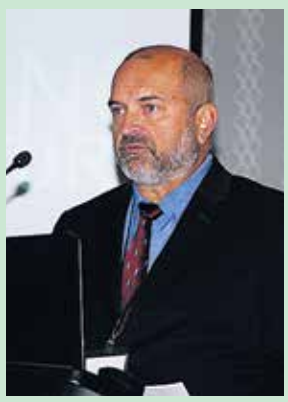
PHOTO FEATURE

Scenes of CTEA 2015

PHOTOS BY KEITH NORBURY

The Canadian Transportation Equipment Association held its 51st annual Manufacturer's Conference in Edmonton this October. The conference, which included a table-top trade fair, drew about 190 industry professionals from the U.S. and Canada. *Service Truck Magazine* was there to catch the action. The following are a sampling of photos for the event.

Harry Parenteau of Alberta Transportation speaks at the CTEA town hall meeting.



Imant Krumins of Alberta Transportation addresses the CTEA town hall meeting.

Nicholas Courville of Transport Canada addresses CTEA town hall meeting.

Brent Griffin, a Winnipeg-based territory manager with Phillips Industries, discusses the company's product lines with Josh Roberts, Ted Kulchisky and Ken Tomashiro of Edmonton-based Trojan Welding & Repair Ltd. Based in Santa Fe Springs, Calif., Phillips makes such truck products as electrical assemblies and connectors and air assemblies and connectors.

Tracie K. Marsh-Fior — dean of apprenticeship, trades and technology at Canadore College in North Bay, Ont. — shows how a 3D-printed pair of scissors can snip through a business card.

Inspirational speaker Bryan Dodge makes an emphatic point during his keynote address at the 2014 CTEA annual conference in Edmonton.

Jeff Sims of the Truck Trailer Manufacturers Association stands to ask a question during the town hall meeting at CTEA's 2014 conference.

Jeremy Harrower, the CTEA's technical programs manager, moderates the town hall meeting at the association's annual conference in Edmonton this October.

CTEA president Luc Strang (front right) takes in the town hall meeting at the CTEA's 2014 annual conference in Edmonton while (far left) Don Moore, the association's executive director stands at the microphone to ask a question of the town hall panel.

Joe Lynch of Ontario's Ministry of Transportation speaks at the CTEA town hall meeting.

PRODUCT NEWS

Chassis OEM reps reveal new features for 2015

Peterbilt touts aluminum cabs

Peterbilt Motors, a Paccar brand, has decided to go with rugged aluminum cabs on its lines of vocational trucks, said Greg Grabinksy, Canadian vocational sales manager for Peterbilt.

That includes the cab on the medium duty Peterbilt 567, which is suitable for service bodies, Grabinsky told *Service Truck Magazine* after his presentation.

"Basically it's our new cab with a new hood," Grabinsky said of the 567, which was introduced about mid 2014.

It will eventually replace the Peterbilt 579, which is being phased out, he said.

The 567 is made of stamped aluminum components with "strategic" steel reinforcements in the corners and other areas.

"We feel that aluminum is the best for our cab," Grabinksy said.

The cab also has a boxed floor perimeter, which is strong and lightweight, he said — "so gone are the days where you have a customer with your truck on the lot and up underneath the C channel you have keys being left in there."

Greg Grabinsky, Canadian vocational sales manager for Peterbilt, talks about the truck manufacturer's new models during an OEM presentation at the CTEA 2014 annual conference in Edmonton.

Peterbilt cabs feature a rugged structure.

To keep wiring from being exposed to the elements, the cab has hard harness routing troughs.

Instead of the Huck bolts on the legacy cabs, the 567 uses overlap joints with HenRob fasteners, which don't pierce the inner material of the cab. Instead, an adhesive compound is laid out between all the metal and joints, which the HenRob fasteners hold in place. "The rivet goes through the first layer of material, extrudes into the second layer, but never pierces it," Grabinsky said.

That provides a more integrity and strength without allowing moisture to seep through, he said. It also reduces cab noise by 40 percent compared with legacy cabs and makes repairs easier.

Limiting the number of holes — to a single one for the transmission — in the floor further reduce cab noise. Instead of holes for the pedals, the 567 has hanging pedals, but with roller balls on the bottom to improve their feel.

And the 567's design improves visibility by 50 percent, increases interior space by 35 percent and has a door that's 30 percent larger than the older model.

"This is what the drivers have required out in the marketplace," Grabinksy said.

The cab has undergone shake testing at Peterbilt's research and development facility in Renton, Wash. That shaking is equal to about 35 years of operating life, he said. The cab doesn't require the "severe service" option available on older models.

The 567 cab is 2.1 metres wide, about 8.5 inches wider than the legacy model, with 22 inches between the seats. It has enables an extra three inches between the seat and steering wheel. "It's nice to be able to increase that belly room for the drivers," Grabinksy said.

The narrow cab was "one of the biggest complaints" he had to deal with from customers. So a couple of years ago, Peterbilt developed a "flexible cab." It was based on the premise that "you have to be able to make sure that you can have a four-foot-nine woman sit in that cab, right up to a 400-pound driver," Grabinsky said.

Troughs in the windows and doors prevent liquids from pooling and damaging electronics. "It doesn't see like a big issue but you sit there and have that truck window open on a job site and waiting for instructions in a heavy rain, you're going to get a lot of water in that door sill," he said.

To improve driver comfort, the 567 has Peterbilt's Evolution seats.

By going to a one-piece windshield and sloping the hood, the 567 provides 12 percent better visibility than in previous models, he said. "That's huge," he said, for trucks working on job sites with a lot of people around.

That hood is made of flexible Metton, a durable glass fiber product. It's in three pieces, so that if only part of it is damaged, the entire hood doesn't need to be replaced.

Some things on the new truck haven't changed, though.

"We've stayed with our stainless steel crown and grille. That's an iconic Peterbilt look," Grabinksy said. The company also retained the classic pod-mounted headlights, although they contain a pair of advanced technologies — a projector module low beam, and a complex reflector high beam — "to give you the best possible short distance and long distance penetration of the dark," Grabinsky said.

The chassis essentially has remained the same on the 567, such as the same frame and cross members. "We were able to go to one-inch increments on our frame and wheel bases," Grabinsky said.

Peterbilt can also perform customized frame-rail drilling. So instead of "picking through a Swiss cheese of what holes you're going to go through," Grabinksy said, "we can actually customize it and pre-drill the specific holes that you want that you need for your installation."

The chassis has increased rigidity and features the likes of optimized steering geometry, electronic stability control, standard air disk brakes, rear suspensions of up to 78,000 pounds capacity, and steer axles of up to 22,000 pounds.

Peterbilt also decreased the truck's right turning radius by nine feet. "So again it's all about being on that job site," Grabinsky said.

A slide in his presentation showed the 567 powered by a Paccar MX-13 diesel engine. However, Peterbilt also has Cummins ISX12G natural gas engines available for the 567.

This 2014 Western Star 4700 with a 14-foot Summit service body was featured at ConExpo-Con/Agg this March.

Western Star offers two chassis systems

Two different chassis systems are available from Western Star, said Dan Silbernagel, a product strategist with the Portland, Ore.-based chassis maker.

One of those is the chassis on the 4700, a frequent model for service bodies. That chassis has a inner width that remains constant at 854 mm or 33.6 inches., Silbernagel said.

Dean Silbernagel, Oregon-based product strategist with Western Star Truck Sales Inc., delivers an OEM presentation at the CTEA annual conference in Edmonton.

"All the other Western Star models have a chassis system that is constant to the outer width of it and it will change width on the inside of the rail as liners are added to it," Silbernagel said. "Except for when we go to our fourth panel on the 6900; then that does change the outer width."

The 4700 chassis is made of half-inch steel rail with a 11 and 7/8th-inch web and a quarter-inch liner, he said. It has an RBM (resisting bending moment, a measure of frame strength) of 4.4 million. That compares with 6.7 million RBM for each rail on the larger 6900 model chassis.

Western Star can also configure rail systems with lower RBMs for applications that don't need such massive rail systems, Silbernagel said.

The manufacturer, which is part of the Germany-based Daimler organization, has some new suspension offerings. "The Neway ADZ is probably the most notable, especially for western Canada," Silbernagel said. Now in limited release, it will be in full production in January, he said.

The next generation of Hendrickson lift axles are now available as well.

New transmission offerings include the Allison 4700RDS and the Fuller AT-12-2 auxiliary transmission, both in the 4700 model truck. Feedlot customers have been requesting those options. That the Allison has a second reverse gear is also appealing to the concrete mixer market for slow pours in reverse at high RPM to keep the mixer barrel moving.

New safety features include electronic stability control (ESC), which went into full production in early

continued on page 22

PRODUCT NEWS

Freightliner expands all-wheel options

The all-wheel drive segment of Freightliner's M2 product line is being expanded to give the chassis maker "an 18,000-pound rating primarily for the utility application," said Freightliner's Phil McEwan.

Until now, the M2's top rating was 14,000 pounds.

In addition, Freightliner will also have 20,000- to 23,000-pound ratings on its 108SD and 114SD models being launched in 2015.

Freightliner Trucks, a North American subsidiary of Germany-based Daimler Group, also has new heavy duty suspension offerings in its 112SD line of premier class 8 severe-duty trucks, McEwan said.

Phillip McEwan, vocational sales manger with Freightliner Trucks, discuses his company's new products at the CTEA annual conference in Edmonton.

Freightliner's website shows the medium duty M2106 configured as a service truck. However, McEwan said after his presentation that service bodies can go on any Freightliner chassis.

"It depends on what the horsepower requirements are," McEwan said.

Among the new features coming early in 2015 is an ICU3S instrument cluster that moves from a small segmented display to a display of 132x48 pixels.

"And that'll be available on any medium duty product whether it's an M2 106, an M2112, a 108SD and a 114SD," said McEwan, Freightliner's vocational sales manager for western Canada.

Since launching its multiplex wiring system about two years ago, Freightliner has received requests from customers wishing to obtain the same overhead panels used in that system to install their own switches, McEwan said.

"So now we have an option where the end user or the body builder or the customer can order the switch panels in the overhead, so that the final stage manufacturer doesn't have to cut them out," McEwa said. "And so we're getting more of a precise OEM look when the truck's delivered to the end user."

That option is also available on the M2106, the M2112, the 108SD, and the 114SD.

A remote stop/start function for manual transmissions, meanwhile, now only requires a parameter change to the electronic control module (ECM) "whether it's an ultra shift or just a regular Eaton," McEwan said.

Freightliner can also install PTOs and third-party switches at the factory, he pointed out.

"A lot of OEMs don't have the same buying power that we have at a factory level," McEwan said. "So in a bid situation we can save both the body builder and the dealer a substantial amount of money by supplying the truck with a PTO, whether it's a single PTO, a dual PTO, or whether it's just switching or wiring."

Freightliner 122SD truck chassis and cab is on display this March at ConExpo-Con/Agg in Las Vegas.

In response to a question, McEwan said a variety of PTOs are available although he noted that Chelsea is among the most popular.

"It's as simple as reaching out to your dealer and asking them for a price on what PTOs you can get based upon what your availability is and your cost," McEwan said.

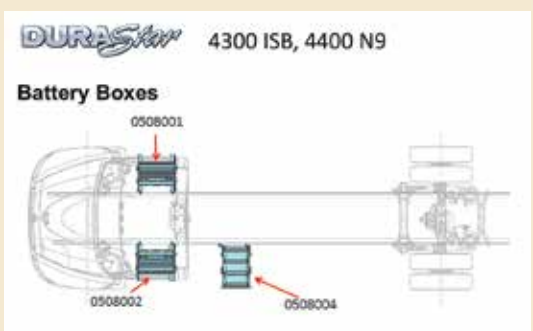
Navistar promotes DuraStar models

The International DuraStar brand is Navistar's "bread and butter of the medium duty marketplace," noted Melissa Gauger, chief product specialist for vocational trucks with Navistar.

In January 2014, Navistar International Corporation (formerly International Harvester Company) launched the DuraStar 4300 with a Cummins ISB 6.7-litre diesel engine ranging from 200 to 325 horsepower. The 4300's 4x2 chassis has 365 configurations, Gauger said. "That includes day cab, extended cab, and crew cab."

Meanwhile, the DuraStar 4400 with the Navistar N9 engine has 4x2 and 6x4 chassis options and 563 chassis configurations, according to a slide in Gauger's presentation.

The N9 now ranges from 275 to 330 horsepower. Previously its lowest version was 300 hp. "So what we've done is take the rating down into a lower area, but it still has 860 foot pounds of torque," said Gauger, who is based in Lisle, Ill.



DuraStar chassis have three battery-box configurations.

The DuraStar models, which Gauger said later are suitable for service trucks, have five exhaust configurations. They include an inline system, and variations of what Navistar calls a "switchback" with two cans underneath the passenger door.

"We also offer a vertical-vertical tailpipe package, which is basically two cans placed at the outside corners of each side of the truck," Gauger said.

Variations of fuel tanks complement the exhaust systems.

"So with an inline system, you can put the fuel tank on either side," Gauger said. "Obviously if you've got a switchback configuration, you're going to move to a left-side fuel tank. But there's various fuel gallon capacities that are available with the DuraStar, both the 16-inch tank and a 19-inch. With the 16-inch tank you get better ground clearance if you're going to utilize 19.5 (inch) tires."

DEF tank location also varies. If the fuel tank is under the driver's side front, the DEF tank will be in front of it, for example. "If you get a battery box underneath the driver's side, the DEF tank will go back to the rear," Gauger explained. "So again different combinations that are available depending on what the body company or the customer wants to see."

Three battery box configurations are also available, two of them under the cab. "If you're going to use an inline system or a vertical vertical system you're going to have the battery boxes available underneath the cab," Gauger said. "And then when you go to a switchback system, you're going to move that to the back of the cab."

Air tanks typically go under the battery boxes. However, configurations with a hydraulic brake system would have the air tank under the rail, she said.

DurStar also has what Navistar calls a "Clean CA Package" in which nothing is mounted on the frame rail between the cab and axle. "So there's a 50-gallon round 24-inch fuel tank that sits right underneath the driver's side," Gauger said. "And then there's a three-battery battery box above a five-gallon DEF tank."

She added that it wouldn't be possible to package anything closer to the cab because of the exhaust stanchion on the right-hand side.

Navistar has also launched front suspension air tanks. "These basically move with the wheelbase and the chassis so that they always stay in front of the suspension," Gauger said. Because the air tanks are tucked underneath the rail, "they're out of the way for body builders," she added.

Melissa Gauger, North American product manager for Navistar, delivers a product update at the CTEA annual conference in Edmonton.

The various configurations have different wheelbase restrictions. For example, an ISB model with a switchback exhaust system has a 142-inch minimum wheelbase. However, a truck with a horizontal exhaust, "because it goes back further," has wheelbase of at least 189 inches.

For those requiring even shorter wheelbases, there's "an inline system that basically patches up to the back of the cab as much as possible."

The DuraStar 4300 initially launched with cab air suspension. However that has been redesigned to drop the cab down to a lower position on a solid rubber-mount suspension. That will be available in January, she said.

Navistar can also do what it calls a "raised switchback" to enable makers of beverage bodies and the like to cut the frame rail at the back to fit a body on the frame.

Low-profile frame rails will also be available in January, she said, to be followed by "a stationary grille for applications where you mount items on the front of the truck."

Another enhancement on the DuraStar ISB is the release of a new exhaust pipe that goes in front of the right-hand side PTO outlet to allow for dual PTO operation on an Allison 2000 or 3000 series transmission.

Gauger also emphasized that the MaxForce DT and the MaxForce 9 engines are still available in certain horsepower ranges on DuraStar trucks.

"So we have the ISB, we have the new Navistar N9, which is SCR, and then we continue to have the MaxForce DT and MaxForce 9 engines, which are the advanced EGR engines."

PRODUCT NEWS

Kenworth cab-over gets makeover

Kenworth has recently redesigned its medium-duty cab-over-engine models, the K270 and K370.

The cabs, which feature new styling and new interiors, are the same on both models, said Garry Kellner, regional service manager for Canadian Kenworth.

"It's a nice wide cab," said Kellner, who noted that three-person seating is an option.

According to a slide in his presentation, the cab is 83 inches wide, 10 inches wider than the cab of the conventional T270 and T370 models.

The medium duty models are all suitable for service trucks, Kellner said, noting that the Edmonton Kenworth dealer is currently running about eight 370s in its mobile repair fleet.

Garry Kellner, Kenworth's region service manager for Canada, talks about the company's new products during an OEM presentation the CTEA 2014 annual conference in Edmonton.

Kenworth T270 with a Summit service body is on display at ConExp-Con/Agg in Las Vegas this March.

The T170, T270, and T370 trucks are made at Kenworth's plant in Ste-Therese, Quebec.

The K270 and K370 cab is a European model by DAF Leyland, which is owned by Paccar, Kenworth's parent company.

"It comes over fully trimmed, fully equipped and it goes on a North America-sourced chassis," Kellner said, noting that the frame rails, rear axle, transmission, engine, air dryer, and fuel tanks are all American-made.

The cab is also 45 inches shorter on than the medium duty trucks. One advantage of that is a tighter turning radius — 38 feet compared with 54 feet. "And it's got a 55-degree wheel cut," Kellner said.

The K270 is a class 6 chassis with a 10,000-pound front axle and a 16,000-pound rear axle. The class 7 K370 boasts 12,000 in the front, and 21,000 in the rear.

The basic layout of the chassis includes a left-hand battery box, 7.5-gallon DEF tank, and single 45-gallon fuel tank, although duel fuel tanks are an option.

The cab-over models have "very easy connections for electrical," Kellner said. Charge and start functions are 12-volt while body-builder connections are 24-volt "for installing whatever you want in the body." Dash lighting is on a 24-volt circuit. And there's an inverter in the battery box.

"There is body-builder-available harnesses and so on for this little truck to facilitate body-build installations," Kellner said. "It makes it as easy for you as we can."

What Kenworth doesn't offer on the trucks is factory-installed PTOs. "But there's frame space and so on to install a variety of PTOs," Kellner said.

A new compact clear rail package will be available in January "to maximize the frame space behind the cab," Kellner said, referencing a slide in his presentation. "It's a compact mess if you want, but it makes the body installation a whole lot easier."

Other features on the Kenworth cab-overs include a 19.5-inch tire/wheel package, 300-watt pan heater, 120-volt immersion pre-heater, and heated fuel filter.

"And there's a body builder manual coming soon for this little thing," he said, although he didn't have a date for when it will be available.

The K270 and K370 are powered by six-cylinder 6.7-liter Paccar PX-7 engines of 200 to 260 horsepower. As for the transmission, "Allison automatics are all you get in it," he said. "No standard transmission." The Allisons come in five- and six-speed versions, each with push-button shifters.

The medium duty Kenworths — T170, T270 and T370 — are powered by Paccar PX-7 and PX-9 engines. They were known before 2014 as PX-6 and PX-8 and have been renamed.

"You can now get factory-installed PTOs on medium duty, which you couldn't before," Kellner said. Sales codes are being implemented, but until then he advises contacting a dealer with the PTO brand and part number, if possible, "and they'll approve it based on that until we get the sales codes out."

Air disk brakes meanwhile are being introduced on the class 7 trucks "on a phased launch, depending on the axle, the suspension, and so forth," Kellner said. "And class 6 is planned for down the road."

Kellner also spoke about Kenworth's class 8 T880, which was introduced last year and which is now in full production.

"If you haven't seen any of them in your shops, you're going to see them soon if you're doing any kind of Kenworth work," Killner said.

Hino COEs boast stabilty

The 2015 cab-over-engine models of medium vocational trucks from Hino Motors have a 185-inch-wheel base, said company rep Wil Hiew.

"This makes it a little bit more stable for the body builders that want to put a 22-feet body on there," said Hiew, western region field service manager for Hino Motors Canada Ltd.

Wil Hiew, western region field service manager for Hino Motors Canada Ltd., talks about the Japanese-based company's manufacturing operation in Canada during the CTEA 2014 annual conference in Edmonton.

Hino's COE models include the class 4 155, and class 5 165, and 195. The "5" at the end of those models designates that they are four-cylinder engines, while the first two figures reflect their approximate GVWs. The 155, for example is 14,500 pound GVW truck, while the 165 is 16,000 GVW, and the 195 is 19,500 GVW.

Hino, which has been part of the Toyota Group since 2001, also has conventional cab class 6 and 7 MDT models, the 258 and 268 being class 6, and the 338 and 358 being class 7. In those cases, the "8" designates six-cylinder engines. Again, the first two digits reflect the GVWs.

All the models are suitable for service bodies, Hiew said following his presentation.

Hino Canada builds about 2,000 trucks a year at its plant in Woodstock, Ont. That supplies about 45 percent of the company's Canadian orders but is only a "small little dot" of the 166,00 units the Tokyo-based truck maker builds worldwide each year.

Hino cab-over-engine models feature four-cylinder engines.

Construction in Canada of MDT trucks began in 2006 with the plant adding the COE lines in 2013.

The Woodstock plant's modification center can perform such upgrades as air suspension and custom paint schemes, Hiew said. "You want bat wings on jet engines, we also do that on there too," Hiew quipped.

The 2015 COE models feature a 5.1-liter diesel turbo engine generating 210 horsepower and 440 foot-pounds of torque, SCR, and exhaust brake. The 2015 engine produces 20 percent more hp and 17 percent over the 2010 version.

"With the stringent EPA standards we've been trying to get a more efficient (engine) but at the same time give it a little bit more horsepower," Hiew said.

Other 2015 features include a six-speed Aisin automatic transmission, 56,900 PSI straight frame, heated power mirrors, and cruise control.

The cab features a driver's "magnetic suspension" seat with armrest, two-passenger bench, tilt and telescopic steering, air conditioning, a radio and CD player with Bluetooth, and keyless entry.

Of interest to body builders is that the power supply is just behind the radio, Hiew said, explaining that more details are on the Hino website.

The site also has information and part numbers for connectors for such accessories as auxiliary lighting, a starter switch, or a PTO switch, he said. On the passenger side of the frame rail is another power connector, Hiew pointed out.

Among conventional models, the 258 and 268 come with 7.6-litre turbo diesels putting out 220 hp and 520 foot-pounds of torque.

Other features include six-speed Allison automatic transmissions, SCR, exhaust brake, 90,100 PSI straight frames, heated power mirrors and cruise control. Their "clean chassis' design has the fuel tanks moved forward in order to enable body builders to "build whatever they need."

Options include air suspension, air fairing, Alcoa wheels, dual aluminum fuel tanks, back-up camera, and a third battery "for those that have issues starting in the winter."

Interior features are the same as on the COE models.

The 368 model has a 260 hp engine.

One change from the 2014 model to the 2015 version is the removal of a burner system to control emissions in favour of a fuel-additive injector, Hiew said. A heater has also been added to the DEF lines, while the size of the muffler, wiring and piping has also changed slightly.

"So if you're looking at a '14 model versus a '15 or '16 model, you might see a little variation but not much," Hiew said.

The new chassis also has a Hendrickson Comfort Air SD unit added to the 21,000/23,000 rear air suspension. "It used to be a single-leaf spring. And now we've gone to double leaf springs for added support," Hiew said.

A fuel cooler has been abolished on the chassis, which gives more clearance for body builders, especially those wanting to install a dump.

The power supplies are the same on the MDTs as on the COEs, Hiew added.

More information, as well as a Hino body builder book, can be found on the Hino website, www.hinocanada.com.

PRODUCT NEWS

continued from page 18

Western Star offers two systems

2014. At present, because of limited testing, it is available only 4X2, 6X4, and 8X4 trucks and tractors.

Western Star's Virtual Technician, which uses on-board diagnostics to analyze performance data, is now standard with all Detroit Diesel engine models. That decision was based on positive feedback from customers who ordered it as an option, Silbernagel said.

Next spring, the company plans to roll out IMMI Ltd.'s trademarked RollTek seat system for class 8 trucks as well as the 4700. The system uses advanced seat-belt technology and side airbags to reduce the risk of serious injury or death from rollovers.

"We've just started engineering that about two weeks ago into our product line," Silbernagel said. "We expect it will be available in April."

Inside its cabs, Western Star trucks have on the dash a ball mount system from RAM Mounts as well as a 12-volt power supply. It enables mounting of a monitor, GPS or other dash device.

"You pop in a TomTom and plug it in and away you go," Silbernagel said.

Behind the front wheels, the 4700 now has wider mud flaps for trucks fitted with wide-based tires of size 315 or larger. In wintery climes those wider tires kick snow, ice and mud onto the lower doorsteps. The wider flap "protects that lower step" from those mucky accumulations.

Western Star also corrected a design flaw that made it difficult to access the oil check and fill on an Allison transmission. Where it used to have to be reached through a hatch in the cab, it can now be accessed under the hood behind the steering shaft, Silbernagel said.

The cab is "the cornerstone" of the Western Star product line, he said. Cabs are made of fully double-walled "galvanealed" steel, which is produced by superheating galvanized steel in a process that creates a molecular bond that is more resistant to corrosion and peeling.

Battery boxes in the cabs free up space on the rail. The batteries themselves use absorbent glass mat. So they don't leak or vent like lead-acid batteries. "But for some of the old school guys who think you need to vent batteries regardless, it's still there for 'em."

The trucks have a butterfly hood of fiberglass, heavy duty metal fenders, and copper-brass radiators in some models.

Next spring Western Star plans to have available a temporary mounted DEF tank system for the 4700.

"What you'll be able to do it set your fuel tanks up, hydraulic tanks if you get them from the factory, battery boxes, tool boxes, whatever and then the last thing in the line is going to be the DEF tank," Silbernagel said.

The system will also have the maximum number of lines coiled from the factory. All that's required is drilling the holes first or having Western Star drill them for the customer in the required locations.

"It should save you, from what I understand, about $800 per move out there," Silbernagel said.

A new body builder book, which was being updated by his colleague John Tomlinson as Silbernagel spoke, will be also coming out soon, he said.

CALENDAR OF EVENTS

JANUARY 2015

Jan. 28-29, 2015
Cargo Logistics Canada
Vancouver Convention Centre West
Vancouver, B.C.
"Cargo Logistics Canada addresses the needs of cargo owners, managers and agents who contract the flow of goods through Canadian supply chains."
http://www.cargologisticscanada.com

FEBRUARY 2015

Feb. 2-6, 2015
World of Concrete
Las Vegas Convention Center,
Las Vegas, Nevada
"Showcasing leading industry suppliers featuring innovative products, construction machinery, construction equipment, safety training courses, new technologies and unlimited networking opportunities to give you new ways to sustain and grow your business."
http://www.worldofconcrete.com

Feb. 11-13, 2015
National Association of Trailer Manufacturers
Annual Convention & Trade Show
Ernest N. Morial Convention Center,
New Orleans, La.
http://www.natmconvention.com/

Feb. 19-21, 2015
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. 22-25, 2015
The Rental Show
Ernest N. Morial Convention Center,
New Orleans, La.
"From new products and trusted vendors to the latest revenue-generating trends, the equipment rental industry depends on one source: The Rental Show."
http://www.therentalshow.com

Feb. 22-25, 2015
Construction Machinery Show
Dharhan International Exhibition Center,
Damman, Saudi Arabia
"The event is dedicated to the construction machinery sector and will provide an invaluable platform for customers in the Arab world bringing manufacturers, distributors and buyers."
http://www.constructionmachineryshow.com/

Feb. 25-26, 2015
Buildex Vancouver
Vancouver Convention Centre West,
Vancouver, B.C.
"Buildex Vancouver is one of Canada's largest tradeshow and conference, welcoming over 13,500 Design, Construction and Real Estate Management professionals each year."
http://www.buildexvancouver.com

The World of Concrete comes to the Las Vegas Convention Center, Feb. 2-6.

MARCH 2015

March 4-6, 2015
The Work Truck Show
Indiana Convention Center,
Indianapolis, Indiana
"Newest products and technical support from more than 500 exhibitors."
http://www.ntea.com/worktruckshow/

March 3-4, 2015
Shutdowns Turnarounds Fort McMurray
Sawridge Inn and Conference Centre,
Fort McMurray, Alta.
"Take away an action plan that will increase your project efficiency and transform your next turnaround."
http://shutdownsfortmcmurray.com

March 5-6, 2015
National Heavy Equipment Show
Mississauga International Centre,
Mississauga, Ont.
"With cutting-edge products, big machine displays, and demos. Mammoth space for a mammoth show."
http://www.masterpromotions.ca/Previous-Events/national-heavy-equipment-show-2015/

The NTEA's annual Work Truck Show returns to the Indiana Convention Center in Indianapolis March 4-6, 2015.

March 17-18, 2015
Buildex Edmonton
Edmonton Expo Centre, Northlands,
Edmonton, Alta.
"Hosting over 150 exhibitors and drawing more than 2,400 attendees each year, Buildex is the largest event of its kind in Edmonton and has become a must-attend industry event."
http://www.buildexedmonton.com

March 18-20, 2015
Association of General Contractors Technology & Construction Solutions Expo
San Juan Puerto Rico Convention Center,
San Juan, Puerto Rico
"Join more than 2,000 attendees for this exciting two-day event geared to provide attendees with real solutions for meeting the challenges facing the construction industry today."
http://expo.agc.org/

March 23-26, 2015
ProMat 2015
McCormick Place South, Chicago, Illinois
"ProMat 2015 is the world's premier material handling and logistics expo."
http://www.promatshow.com/

March 24-26, 2015
World Heavy Oil Congress
Shaw Conference Centre,
Edmonton, Alta.
"Showcase your innovations, products and services to the international heavy oil community."
http://www.worldheavyoilcongress.com

APRIL 2015

April 14-15, 2015
Specialized Carriers & Rigging Association Annual Conference
Las Costa Resort & Spa, Carlsbad, Calif.
"Members are involved in specialized transportation, machinery moving and erecting, industrial maintenance, millwrighting, crane and rigging operations, manufacturing and rental."
http://www.scranet.org/meetings

April 20-25, 2015
Intermat
Paris-Nord Villepinte Exhibition Centre,
Paris, France
"International exhibition for equipment and techniques for construction and materials industries."
http://paris-en.intermatconstruction.com/

MAY 2015

May 27-30, 2015
Crane Rental Association of Canada Annual Conference
Fairmont Queen Elizabeth Hotel,
Montreal, Que.
"The CRAC Conference is a unique annual event giving the opportunity to meet with the leaders of the Canadian crane industry."
http://www.crac-canada.com/

JUNE 2015

June 2-6, 2015
ConExpo Russia
Crocus Expo, Moscow, Russia
"Leading manufacturers and suppliers of construction industry present their current tech solutions."
http://ctt-expo.ru/en/

June 9-11, 2015
TOC Europe
Ahoy, Rotterdam, Netherlands
"IT and process automation solutions, cranes and container handling equipment, training products and services."
http://tocevents-europe.com/

JULY 2015

July 18-22, 2015
North Carolina Trucking Association Annual Management Conference
Sonesta Resort, Hilton Head Island, S.C.
http://www.nctrucking.wildapricot.org/

Wilcox Bodies Ltd

SINCE 1962

STEEL & ALUMINUM TRUCK BODIES
BUILT TO LAST

SERVICE | MECHANICS | LUBE | FLATDECKS

7 YEAR WARRANTY

Interested in becoming a dealer?
Call 888-294-5269 x236

Designed from experience since 1962 and built to a higher standard of quality, each of our truck bodies is crafted to make sure your job is done smoothly, effectively and safely. Wilcox Bodies are built to last. That means they are built to a higher standard - **The Wilcox Standard.**

Wilcox Green Bodies

www.wilcoxbodies.com trucks@wilcoxbodies.com 1-888-294-5269