

INSIDE SPEC MY TRUCK

Check out Aaron Morgan's rig. Page 12.

INSIDE

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Service Truck

THE MAGAZINE FOR MOBILE HEAVY DUTY REPAIR AND MAINTENANCE

Volume 2 Issue 1

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MARKETING

AM/PM now has half a dozen service trucks with specialty designs.
Photo courtesy of AM/PM Road Service



It's a wrap

Custom wraps and paint jobs capture service trucks' personalities

ERIN GOLDEN

Lee Henry had been in the business of making road calls for tractor trailers for a decade before inspiration first hit.

An ex-military man, Henry wanted to show his support for fallen troops and realized he had the perfect canvas: one of his trucks. He helped design a custom wrap that read: "You're not forgotten."

Then, in the midst of the recession and feeling "like America is kind of down," Henry decided to turn another service truck into a tribute to some of the country's brightest icons. He called it the "American Truck" and designed a wrap that featured Martin Luther King, Jr., John

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MODIFICATIONS

Pimp your truck

Service trucks evolve to meet the needs and personalities of their operators

DAN ANDERSON

Give a field service technician a new, fully-outfitted service truck, and by the end of the first day he'll be drilling holes or adding accessories to make it "better."

"They all seem to add something, even to a brand new truck," says Gary Hibma, northeast regional sales manager for Maintainer Corporation of Iowa. "Extra lights, extra drawer sets, there are all sorts of



A RAM mount in the cab gives an operator easy access to a laptop computer. Photo courtesy of rammount.com

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FACT VS. FICTION

Six misconceptions about service trucks

Manufacturers describe service truck misconceptions they encounter most, and how customer education can help conquer them

LEAH GROUT GARRIS

Service truck misconceptions may not make a manufacturer's job more difficult, since these notions offer the chance for customer education. But as Matt Collins of Auto Crane points out, misconceptions can make the customer's experience more challenging – and more costly.

Here are just a few of the common service truck myths encountered by industry manufacturers. How many of these have you heard?



Instead of replacing an entire fleet at once, replace one or two trucks at time each year, says Dave Smith of Oro Design & Manufacturing

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NEWS

Certification body marks two decades

The National Commission for the Certification of Crane Operators is celebrating 20 years of nationally accredited personnel certification programs.

Established in January 1995, the NCCCO is preparing a slate of activities and announcements to mark the organization's 20th anniversary. Those initiatives include publishing a commemorate book and anniversary video to tell the organization's story "for those who 'were there' at the beginning and those who have joined the program since," says a recent posting on the NCCCO website.

"There's a tremendous amount that administering almost one million examinations can tell us, and we're excited about sharing that information with the industry, as well as outlining the role we believe professional certification can play in addressing such issues as the nation's skills shortage," NCCCO CEO Graham Brent said in a news release announcing the 20th anniversary of the organization, which is headquartered in Fairfax, Va.

Among the NCCCO's more recent certification of crane operators, or CCO, programs is its service truck cer-



The National Commission for the Certification of Crane Operators was founded in January 1995.

tification, which is a subcategory of the CCO telescopic boom-fixed cab certification. The commission launched the service truck crane certification program in April 2013 following input from an industry committee of manufacturers, dealers, users, trainers and others.

"Over the past two decades, CCO certification has made an indelible contribution to crane safety by establishing a national benchmark of the knowledge and skills needed to operate cranes," NCCCO president Thom Sickelsteel said in the news release.

"CCO certification, without question, is one of the most powerful tools available to an employer in ensuring only qualified personnel work with and around cranes."

Last year the NCCCO certified its 100,000th operator. "It's been a remarkable journey," NCCCO vice-president Kerry Hulse said in the news release.

The vice-president of Deep South Crane & Rigging in Houston, Texas, Hulse chaired the original certification task force of the Specialized Carriers & Rigging Association that led to the formation of the NCCCO.



AEM elects new chairman, directors, officers for 2015

John Patterson, chairman of JCB USA Group, has been elected as chairman of the Association of Equipment Manufacturers for 2015.

Also elected as AEM officers for 2015 were the following:

- vice chair Leif Magnusson, president of Claas of America;
- treasurer Göran Lindgren, president of Sales Region Americas, Volvo Construction Equipment;
- AG (agricultural equipment) chair James Walker, vice-president, Case IH NAFTA, CNH Industrial;
- CE (construction equipment) chair Michael Haberman, president of Gradall Industries Inc.; and
- secretary Dennis Slater, AEM's full-time president.

Patterson, who is also director of the JCB Group and former CEO of JCB North America, joined the company in 1971 as a field service engineer, said a news release from JCB. He retired as CEO in 2013.

"I'm extremely honored to have been chosen to chair this very prestigious international group," Patterson said in the news release.

Based in Staffordshire, U.K., JCB employs more than 10,000 people and manufactures more than 300 different machines in 22 plants on four continents. The company, founded in 1945, is privately owned by the Bamford family and chaired by Lord Anthony Bamford.

Headquartered in Milwaukee, AEM has more than 850 member companies. Among AEM's signature events is the triennial ConExpo-Con/Agg heavy equipment trade show in Las Vegas.



The Association of Equipment Manufacturers' officers for 2015 are as follows: (seated, left to right) AG chair James Walker of CNH Industrial, treasurer Göran Lindgren of Volvo Construction Equipment; (standing) vice chair Leif Magnusson of CLAAS of America, secretary Dennis Slater of AEM, chair John Patterson of JCB Inc., and CE chair Michael Haberman of Gradall Industries Inc.

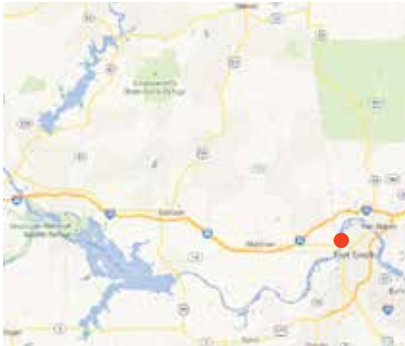
City defers truck purchase

Money to replace an aging service truck was axed from the budget of Fort Smith, Ark., in December.

The Fort Smith board of directors deferred replacing the truck as part of spending cuts to help fund a cost-of-living raise to the city's 900-plus workers, according to an article on the website of the *Times Record newspaper*, which serves that community.

The city administer had earlier proposed to the board the axing of the service truck replacement as a cost-cutting measure, The City Wire reported on its website. Replacing the 20-year-old mechanic's service truck was to have cost \$35,000, the report said.

With a population of about 86,000, Fort Smith is on the western border of the state, about 160 miles west of Little Rock.



The board of directors of Fort Smith, Ark., has decided against spending \$35,000 to replace a 20-year-old service truck.



PREVIEW

Work Truck Show set for big reveals

Annual trade show returns to Indianapolis in early March

KEITH NORBURY

A plethora of new products, including many from companies in service truck-related industries, will be revealed at the Work Truck Show in Indianapolis in early March.

"We have a very large number of new products being introduced this year," said Steve Carey, executive director of the National Transportation Equipment Association, which organizes the annual trade show. "We have a record number of press events scheduled and we're continuing to get inquiries even today."

The list of service-truck related products being revealed during the March 4-6 event includes the following:

- fiberglass bodies from Altec Industries (booth 5659);
- load tester from Auto Meter Products Inc. (5991);
- rotary screw air compressor from Boss Industries (5247);
- aluminum storage bin from CTech Manufacturing (4080);
- electric and hydraulic cranes from Liftmoore Inc. (4039);
- articulating crane from Iowa Mold Tooling Co. Inc. (3130);
- power system from Miller Electric Mfg. Co. (926);
- composite service bodies from Stahl (1337);
- aluminum service body from TruckCraft Corp. (809);
- aerial power unit and hydraulic air compressor from Vanair Manufacturing Inc. (3875);
- electric service cranes from Venco Venturo Industries LLC (3411);
- onboard air compressor from VMAC — Vehicle Mounted Air Compressors (2311).

"It's actually continuing to be added during the last four weeks as we get ready for Indianapolis," Carey said of the list of new products.

See you at the show

The NTEA, which brands itself as the Association for the Work Truck Industry, was founded in 1964. While it typically had an annual general meeting in its earlier years, the Work Truck Show in something resembling its present form dates only to about 2000.



Attendance at the 2014 Work Truck Show numbered more than 10,000. Organizers expect at least as many this year.



Board displays many of the new products being unveiled at the Work Truck Show.



Educational programming is an important element of the show.

As in recent years, this year's event takes place at the Indiana Convention Center in the city's downtown. The last two shows drew more than 10,000 attendees. Carey expects as many or more at this year's show.

Among those attending will be a trio from *Service Truck Magazine*: publisher Tom Henry, sales manager Nick Moss, and editor Keith Norbury.

Moss attended last year's show in advance of the launch of the first edition of *Service Truck Magazine*. He reported that the show itself was great and the facility impressive.

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

This year's event boasts more than 450 exhibitors on the 500,000 square foot trade show floor. It has proven so popular that it has a waitlist for exhibitors, even despite expanding the exhibit area this year.

"I think the show has certainly become kind of the destination for the industry, and we just can't accommodate all the people that are looking to exhibit," Carey said.

Test drive a green truck

The Work Truck Show coincides with the NTEA's Green Truck Summit, which happens March 3 and 4 at the same venue.

"We have quite an expanded offering of things around alternative fuel and productivity technology for trucks within the Green Truck Summit curriculum," Carey said.

Despite the recent slump in oil prices, which showed signs of recovery in February, interest in the summit remains high, Carey said.

"We haven't seen any fall off in participation this year," he said. "I do believe the lower fuel prices are certainly a short run situation for the industry. Cycles on these

continued on page 5

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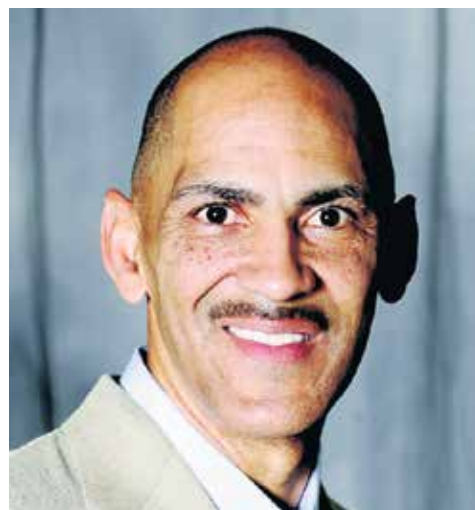
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Tony Dungy will deliver the keynote address at the Work Truck Show.

PREVIEW

continued from page 4

fuel options and technologies are fairly long term. We don't see any real impact on the long-term view of this."

The summit also features a Green Truck Ride-and-Drive where attendees can get behind the wheels of "cutting-edge work trucks equipped with the latest hybrid technology and alternative fuel applications," says a posting on the show website.

Ample opportunities for education

Both the Green Truck Summit and the Work Truck Show itself offer a variety of educational programs. This year's sessions include: "Lease or Capital Purchase – Identifying the Best Option for Fleets;" "Strategies and Techniques for Rightsizing Your Fleet;" "Utilizing Life-Cycle Cost Analysis as a Selling or Purchasing Strategy;" and "Fleet Performance Measurement and Benchmarking."

Also on the program are sessions on three-dimensional printing and additive manufacturing; and an immersion session on lean techniques for distributors.

"We've sharpened the focus of many of these sessions to give specific answers to the most pressing challenges faced by fleet managers," Carey said in a news release. "By participating in the educational sessions, attendees can learn about the newest strategies fleets are using to improve performance and reduce costs."

The show's keynote speaker will be Tony Dungy, a former National Football League player and head coach who was the first African-American head coach to win a Super Bowl. 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. That event is one of several at the conference that requires a special ticket.

Another special speaker will be John Davis, the creator of the Emmy Award winning TV series *MotorWeek*. Davis will emcee the Green Truck Summit.

For more information on the Work Truck Show and the Green Truck Summit, visit www.ntea.com/worktruck-show.



Summit has new speaker

The Green Truck Summit has announced a late replacement as keynote speaker.

Capt. Alex Stites, director of shore energy for the Navy, will deliver the 2015 summit's keynote address on March 3 in place of Dennis McGinn, the Navy's assistant secretary for energy, installations and environment. McGinn is scheduled to give testimony that day regarding President Obama's annual budget, said a news release from the National Truck Equipment Association, which organizes the Green Truck Summit.

The summit is held in conjunction with the association's annual Work Truck Show, which takes place March 4-6 in Indianapolis. For more information on the show, see page 4.



Capt. Alex Stites

Industry represented at Work Truck Show

Among the service truck industry sponsors of the 2015 Work Truck Show are Iowa Mold Tooling Co. Inc. (booth 3130), Venco Venturo (3411), Palfinger (3559), Vanair Manufacturing Inc. (3875), and Parker/Chelsea (3011).

Service body manufacturers and accessory makers exhibiting at the show include the following:

- Altec Industries (5659)
- Auto Crane Company (1121)
- Auto Truck Group (2419)
- Boss Industries Inc. (5247)
- BrandFX Body Company (2101)
- Caseco Manufacturing Inc. (4481)
- Chelsea Products (3011)
- CM Truck Beds (4791)
- CTech Manufacturing (4080)
- Dakota Bodies Inc. (5183)
- Del Hydraulics Ltd. (3029)
- Dualock Aluminum Drawers (924)
- Fabco Power (644)
- Goodyear Tire & Rubber Company (4081)
- Iowa Mold Tooling Co. Inc. (3130)
- J.W. Speaker Corporation (5846)
- The Knapheide Manufacturing Company (3739)
- Liftmoore Inc. (4039)
- Maintainer Corp. of Iowa Inc. (1141)
- Miller Electric Mfg. Co. (926)
- Pacbrake (5889)
- Palfinger North America Group (3559)
- Pride Bodies Ltd. (841)
- Product Assembly Group LLC (3168)
- Ramsey Winch (1125)
- Reading Truck Body LLC (3259)
- Reelcraft Industries Inc. (3880)
- SpitzLift (3883)
- Stahl (1337)
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- Tiger Cranes/Service Truck International (5651)
- Truck Craft Corp. (809)
- Vanair Manufacturing Inc. (3875)
- Venco Venturo Industries LLC (3411)
- VMAC — Vehicle Mounted Air Compressors (2311)
- Warner Bodies (1033)
- Wilcox Bodies Ltd. (2235)

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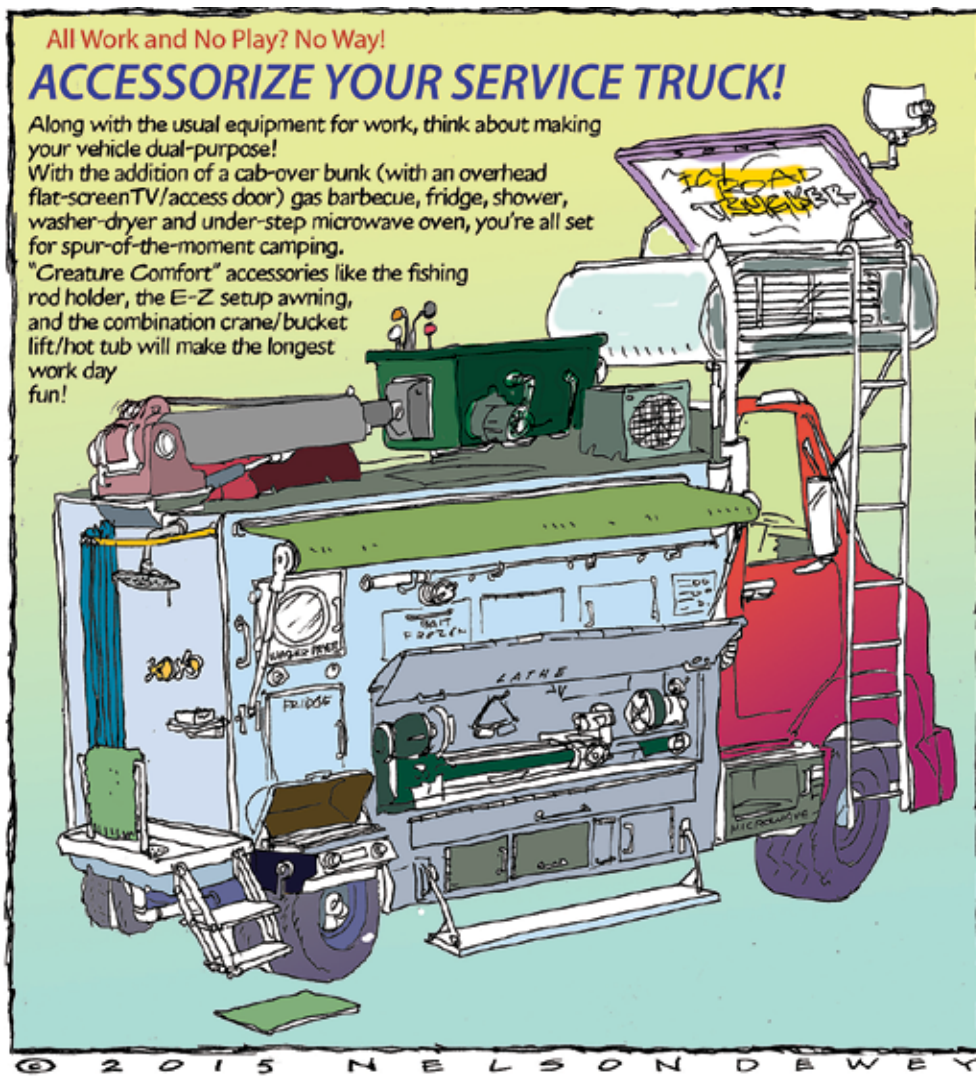


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EDITORIAL**Workers need training to become competent**

Operators of service truck cranes shouldn't breath easily now that the federal Occupational Health and Safety Administration has postponed the requirement for certification until Nov. 10, 2017. Operators of small cranes exempted from the new rules shouldn't think the exemption gives them a free pass either.

And nor should those who only use service truck cranes for their intended purpose — to repair or maintain equipment.

For regardless of whether a certain crane requires certification, OSHA still has an over-arching requirement that an "employer shall permit only those employees qualified by training or experience to operate equipment and machinery."

As Garvin Branch of OSHA's Directorate of Construction pointed out, it's an "urban legend" that crane operators exempted from certification in the new rules — under OSHA 1926 Subpart CC — don't need training.

"You should always be trained and that person should be competent to operate that piece of equipment — whether or not certification's required," Branch said.

Now, one can accuse people in the training industry of being self-serving. By promoting training, they promote their business.

Fair enough. But employers can provide their own training. And in many cases, that's the most appropriate course anyway, especially when the work is highly specialized.

However, it's also too easy for an employer to be overconfident about his or her level of knowledge. That's why business people defer to subcontractors who have specialized expertise, rather than do everything in-house.

Industrial safety is one of those specialties in which experts who make that their business are likely to have a better understanding of the best practices.

While certification and training are two different animals, they do have a symbiotic relationship. Certification bodies oversee the testing at arm's length from the trainers. (The National Commission for the Certification of Crane Operators does defer the supervision of practical exams to trainers and employers for practical reasons — otherwise the NCCCO would have to set up its own cranes in every state, as the NCCCO's Joel Oliva pointed out. However, the NCCCO still tabulates those scores.)

Passing crane certification exams, particularly the practical ones, requires expertise on crane operation. It stands to reason that a practical way to attain that expertise is through training.

Experience is also a good teacher, although one has to wonder about an operator's level of competence while the experience is being gained, especially in the early stages. How many loads had to be dropped or cranes tipped over to gain the experience?

Systematic training is supposed to enable an operator to gain experience under a watchful eye so that mishaps are avoided.

It's true that a small service truck crane that drops a fire hydrant isn't going to do nearly as much damage as a tower crane that swings its load into the side of a building. But the potential for any lift by any crane to go sideways always exists. So does the potential to damage property or cause injury or even death.

As Dave Foster, manager of crane training for Venco Ventura Manufacturing, noted, "a crane's a crane's a crane." Regardless of the size or use of the crane, the operator should still know how to inspect it and read load charts, among other things.

Foster's company provides training on service trucks from various manufacturers, and all over the U.S. Yet ever since OSHA indicated it might extend the deadline for certification until November 2017, demand for that training has dried up.

Given what Branch has to say about the regulations, that makes no sense. Yes, the requirement to certify crane operators has been postponed, but the requirement to make sure crane operators know what they're doing is still there. OSHA sets minimal national standards that local governments and states can supersede. However, most states at present don't have any crane standards.

Penalties for non-compliance with OSHA regulations vary widely and are situation specific. They max out at \$7,000 for "a serious citation," said Dean McKenzie, deputy director of OSHA's Directorate of Construction. However, a citation for "willful neglect" can be up to \$70,000.

A company can also be punished in civil court for neglecting to train operators properly. Kevin Cunningham, president of the construction division of Houston International Insurance Group, told a crane and rigging conference in Edmonton last fall that a company often comes under intense media and legal scrutiny after a crane accident.

"Understand this key point: plaintiff attorneys will target your actual training, your records," Cunningham said. "They will pick it apart."

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.

LETTER TO THE EDITOR**Device deters truck thieves**

I was dismayed by the cover article in your winter issue of *Service Truck Magazine*, as well as the additional three articles inside the magazine that also spoke to the issue of stolen trucks.

InterMotive manufactures a simple "plug and play" electronic vehicle control, called the Work Truck Shift Interlock or WTSI, which prevents a work truck from being taken out of park. The WTSI microprocessor-controlled module is compact and very easy to install in about an hour. It will also lock a truck in park under other safety concern conditions such as a bucket or crane not fully stowed, a lift gate down, a door left open on a service door and more.

Basically, the WTSI module plugs into the OBDII port (another port is supplied in the harness so diagnostics can still be performed or other equipment such as GPS can still be plugged in also), and locks the shifter in park when the module receives either a ground signal or 12V input. It is distributed internationally by InterMotive's sister company LGS Group, Inc., and sells for about \$250.

Lance Alexander,
National Sales Manager, Work Trucks and Mobility Vehicles
LGS Group Inc. and InterMotive
Incline Village, Nevada

**To request a media kit****Service Truck contact:****Nick Moss, Marketing Manager****Office: 250-478-1981****Cell: 250-588-2195****ads@servicetruckmagazine.com**

NEWS

Truck ends up in snow bank

A Fabco Cat service truck collided head-on with a truck on a Michigan highway in early January.

One of the trucks was following a snow plow when it drifted close to the median, said a report on uppermichigansource.com.

Both drivers had minor injuries, the report said.

The collision occurred Jan. 7 on M-94 in Marquette County.

A photo on the website showed a service truck in a snow bank on the roadside.

Semis sandwich service truck

A roadside service truck was totaled in a crash involving two semi-trailers on Interstate 84 in Oregon Feb. 9.

The service truck was following one of the rigs westbound on the highway near Hermiston, said a report on the [East Oregonian](http://EastOregonian.com) website.

The other semi was trying to pass the other vehicles but rear-ended the service truck when the driver could not change lanes, the report said. The service truck slammed into the back of the other trailer.

The drivers of the service truck and the first semi were taken to hospital with minor injuries. The other driver refused medical treatment. He was cited for following too closely, the report said.

Hermiston is about 185 miles east of Portland.

Truck dodges avalanche

The driver of a railway service truck avoided injury when the truck passed through the area of an avalanche in Montana in early January, according to news reports.

The avalanche covered highway 2 near Essex on Jan. 6, the Associated Press reported.

Gary Bergman, a maintenance chief with the Department of Transportation, said a BNSF service truck passed through the avalanche area, the report said. However, the driver wasn't injured.

OUR SUBMISSIONS POLICY

We invite your feedback and ideas

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

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

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

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

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

All submissions are subject to editing and publication cannot be guaranteed. The deadline for our next issue of *Service Truck Magazine* is April 4, 2015. Sooner is always better than later.

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COVER

Six misconceptions about service trucks *continued from page 1*

1 **Misconception No. 1: Longer booms are a perfect fit for all truck sizes.**

"Longer booms do offer increased reach, but they also increase weight that can be detrimental to payload," says Collins, product manager of Auto Crane, which is based in Tulsa, Okla.

There are certain applications where extending reach is an important consideration, but owners must consider how the additional weight of the boom will affect payload (tools, equipment, parts, or other mission-critical items). This can be particularly relevant in class 5 mechanics trucks. Owners typically expect maximum capacity out of a smaller truck with the options in this class.

Quite often, says Collins, the additional reach comes at the expense of payload capacity (tools, equipment, parts, or other mission-critical items).

2 **Misconception No. 2: Bodies and cranes don't vary much by manufacturer.**

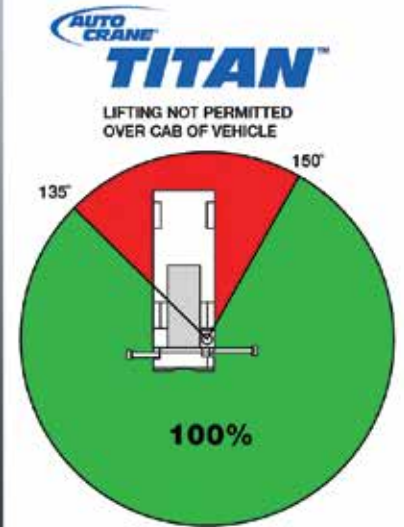
Believe it or not, there are significant differences between manufacturers' products, as well as in their design and construction approaches.

"Before making a purchase decision, buyers need to understand the features of each manufacturer's line in order to make a sound investment," says Collins.

Do your research, talk to a variety of manufacturers, and remember that reliability, performance, and safety are critical to ensuring a low cost of ownership (and a good return on investment).



Increasing a crane's capacity can avoid having to go to a larger crane or extended boom, says Matt Collins of Auto Crane.



3 **Misconception No. 3: Body size and chassis size don't need to match.**

"Matching the body weight along with payload (tools, parts, etc.) so it doesn't exceed the chassis GVW is key," emphasizes Jim Weir, sales manager at J&J Truck Bodies in Somerset, Pa.

To do this, it's important to understand the service truck's application, and match chassis, bodies, and equipment before they are brought together. Tare weight, cab-to-body distance, and cab-to-axle dimension are just a few of the specifications to consider.

"We work with the operator to determine what exactly he does, what tools or equipment he will be using the service body for, and what chassis he hopes to use," Weir says.

"Then we can work to properly size the body for the chassis with cargo area and compartments designed to match their needs."

Understanding the gross vehicle weight rating, or GVWR, is a critical aspect of sizing the body, crane, and chassis. Finding out that your truck is overweight can lead to a variety of costly consequences.

If you realize that your truck is improperly configured, you'll either need to find ways to reduce payload or transition to a larger chassis, says Collins. This will increase upfront costs and increase costs in fuel, insurance, and other considerations. Before making a buying decision, visit with your local dealer and make sure the configuration of the truck will meet your needs both on and off the jobsite.

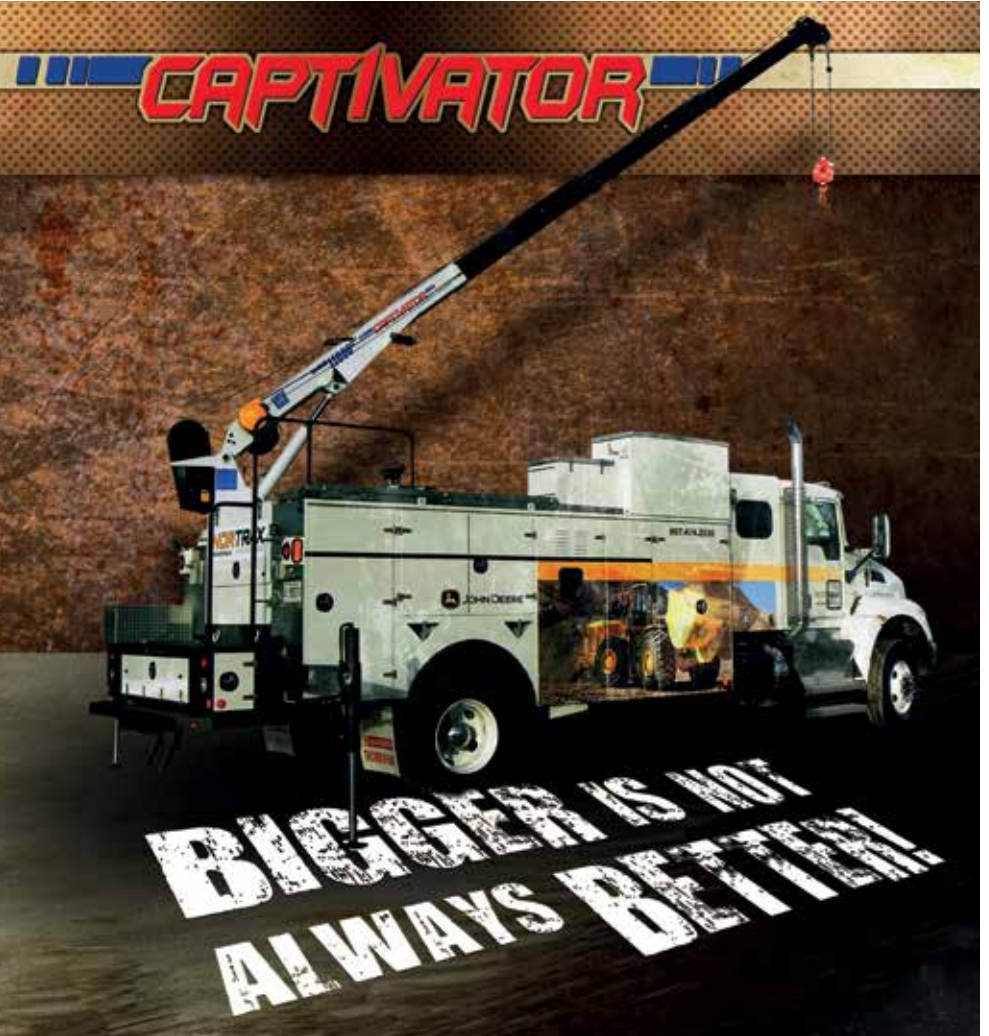
continued on page 9

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continued from page 8

4 Misconception No. 4: Replacing old service trucks with the exact same model will work just fine.

Sometimes, instead of explaining what the service truck will be used for, customers come in telling manufacturers exactly what they need (or what they think they need): “An 11-foot body on an F550, for example,” says David Smith, fabrication manager at Oro Design & Manufacturing in Ontario. “They just want to buy what they already have, and don’t really think about what other options are out there. But what they want may not be a big enough truck to do that job.”

David Smith encourages fleet managers to be open to discussing different sizes of cranes and body sizes, as well as what each one is good for (or not good for).

5 Misconception No. 5: The best return on investment is running a service truck until it dies.

“We often recommend that customers establish a regular replacement cycle,” says Oro’s David Smith. He uses a 20-truck fleet as an example: Instead of replacing all 20 trucks every decade at the very end of their useful lives, consider replacing two trucks a year when they’re halfway through their useful lives.

As service trucks get older, maintenance costs increase exponentially. Fleet managers who implement a replacement cycle often experience reduced ongoing operating costs — despite the myth that running trucks until they die is the way to get the most value from them.

6 Misconception No. 6: The smaller the service truck, the easier it is to manage.

Many service truck operators don’t want to drive a larger truck — they want to stick with the pickup class (up to the F550), says Smith. “Those trucks may offer a lower upfront cost, but customers sometimes don’t understand that they can be the most expensive to run.”

Oro Design has some customers who track their cost per mile and ongoing operating costs on their fleets. These customers usually find that the smaller service trucks are the most expensive to run.

“When you compare them to a Kenworth, for example, a service truck like that can actually be the cheapest to run on an ongoing basis — even though you may think they’re more expensive,” Smith explains.



RV hits truck on highway

A recreational vehicle crashed into a mechanic’s truck that had stopped in the middle lane of a California interstate highway to fix a disabled truck on Jan. 7.

The female driver of the RV was taken to hospital with “moderate injuries,” said a report on the website of the Orange County Register.

The mechanic had stopped to repair a stalled trash truck on I-5 in Irvine near Sand Canyon Avenue, the report said.

The RV, which was towing a smaller vehicle, collided with the mechanic’s truck, California Highway Patrol officer Denise Quesada said.

Several lanes of the highway were closed while CalTrans workers cleaned up fuel and debris.

How to dispel the myths

Fighting these misconceptions isn’t easy, but there are some tried-and-true tactics that manufacturers use to help customers make the right choices. And it always starts with education and understanding their concerns.

“We built a strategy around demonstrating mechanic’s trucks to fleet managers and end-users,” says Collins. “We highlight the features, advantages, and benefits of our product when we demo, we also listen to the needs of customers and make specific recommendations based on those needs.”

Most manufacturers agree that it’s in their best interests to make sure customers purchase trucks they will be happy with — because future business depends on it.

When it comes to helping fleet managers understand the impacts of service trucks on efficiency and productivity, Oro Design provides new prospects with the names and numbers of current customers. “A current customer can tell them first-hand about the savings he’s incurring,” says

Barry Smith, president at Oro Design & Manufacturing. “It makes the sales process a little longer, but this way the customer’s getting what he needs.”

Knowing your audience is also important. For example, fleet managers promoted into their roles from the field are often open to purchasing more expensive options that provide increased productivity as a result. “But some fleet managers don’t have field experience,” says David Smith. “So they tend to focus more on the value of the item.”

In cases where face-to-face education isn’t an option, Oro Design is producing a series of training operation and maintenance videos for customers in remote areas. Instead of an in-person run-through of the service truck, fleet managers can still give their new employees an overview before he operates it for the first time.

“Even if they don’t end up buying from us, we’re still advising them on what they should be doing,” says Barry Smith.

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



This image illustrates a design detail that makes one crane/worktruck body different from another.

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COVER

It's a wrap *continued from cover*

F. Kennedy and Elvis Presley, their images superimposed over a worn-looking American flag.

Responses came quickly. People were noticing the trucks on the street — and taking more notice of Henry's company, AM/PM Road Service, which serves Atlanta, Charlotte, N.C., Memphis and Nashville, Tenn., and Birmingham, Ala.

"I get a lot of compliments on the trucks," he said. "Even if I'm talking to somebody they'll say: 'Oh, you're the owner of AM/PM — I see you on the freeways all the time.'"

And while Henry said he was one of the first in his region to take a shine toward custom design on service trucks, it's a trend that's picking up traction across the U.S. and Canada.

Offering an edge on the competition

Companies that specialize in custom wraps say more fleet operators are starting to see eye-catching trucks as a way to express their firms' identities. Plus, in a competitive market it's a way to get an edge up on the competition — often at a smaller cost than some traditional forms of advertising.

Malcolm Gieske, owner of the Slatington, Penn.-based Identity Group, designs wraps for Knapheide service bodies, among other vehicles. He said that while traditional billboard advertising in the U.S. can cost an average of \$2,000 a month, a wrap that lasts for an average of five to seven years comes with a far cheaper price tag.

"If you really break down the cost per truck, it adds up to less than \$50 per month," Gieske said. "That's very cheap advertising when you can have 10,000 people seeing it per day."

And for many companies, it's become a key way of communicating.

James Flessas, sales manager at Ads on Wheels in Merrimack, N.H., said the days of putting a simple decal on your truck are gone — at least in some markets.

"It used to be everyone had some decal lettering on work trucks or vans, and now the competition is coming

out with these huge vehicle wraps that everyone sees," Flessas said. "And no one is paying attention to the decals — everyone is staring at the wraps."

Ads on Wheels deals with customers from across the country, doing most of its business by phone and email, he said. Some people come in seeking design help with very basic ideas, while others have more elaborate plans.

"Sometimes they'll even say they want something totally out of the box — they want a character, or they want everything to be cartoons and for us to create a mascot," he said.

Other customers have requested 3D-style designs, like truck wraps that appear to show what's inside the vehicle.

"We'll put everything in a mockup and do it on a template of whatever vehicle we have," Flessas said. "It's like a blueprint or sketch drawing of the vehicle, and we'll keep going back and forth, making changes and adjusting things."

It's fun to be creative

Henry, who started with the two patriotic trucks, continued branching out with his ideas. He now has a half-dozen service trucks with specialty designs. Two have military themes, one has a "Soul Train" motif and another catches attention with orange, white and red flames printed on it.

He's had plenty of fun with getting creative. One truck, used primarily by an employee who did diagnostic work by computer, is known as the "alien truck."

"It has an alien holding a laptop, and instead of his name, it says 'AM/PM,'" Henry said. "And it's got a stethoscope going to the front of the truck. It grabs a lot of attention."

In addition to all that attention on the road, Henry said his custom-wrapped trucks have had an unexpected impact on his staff. Put employees in a good-looking truck, he said, and they do a better job of keeping it in good condition. Plus, he sees them as a recruiting tool for new technicians.

"It gives the guys some pride,"

Henry said. "They want to take care of the trucks; if they have a wrap truck, they're going to keep it organized and clean."

Wraps also provide protection

Opting for wraps also helps protect service trucks from the typical wear and tear of the road.

Flessas said the wraps his company offers, which are made by 3M, come with a seven-year warranty from peeling, bubbling or fading. He said most customers keep them on about that length of time, although some can last for a decade or longer.

"One of the benefits is that it's protected from all the elements; the snow, the salt, the sun, the rocks and dirt, that no longer happens all that," he said. "With an adhesive wrap, a lot of the times one of the hidden benefits is when you take the wrap off someday your paint hasn't even seen the light of day for eight years."

Gieske said companies have also realized that it's a way to show some creativity without dropping the resale value of a truck.

"If a fleet manager likes to have a unique color on their vehicles and they're getting it painted all the time, now they have an unusual color they have to sell," he said. "With a wrap, you take it off and you have a white truck again."

Henry said he takes pride in having what he deems "the best-looking service trucks out there in Georgia."

And he believes that when that unusual truck with the American flag — or Elvis's face or an alien with a laptop — comes rumbling along, it might give his customers a bit of confidence, too.

"When they're broke down out there on the side of the road, they want to see that the guy that came out there is equipped, and that he's got a nice-looking truck — that it's a professional road service," he said.

Erin Golden is a journalist based in Minneapolis.



Lee Henry of AM/PM Road Service designed his "American Truck" wrap as a tribute to fallen troops.

Photo courtesy of AM/PM Road Service



The wrap on this Knapheide service body is "a great example of a client that previously would paint the truck blue and then apply traditional lettering over the top," says Malcolm Gieske of the Identity Group. Photo courtesy of the Identity Group



The wrap on this bucket truck is another example of the work of the Identity Group. Photo courtesy of the Identity Group

"If you really break down the cost per truck, it adds up to less than \$50 per month. That's very cheap advertising when you can have 10,000 people seeing it per day."

~ Malcolm Gieske, Identity Group, Slatington, Penn.



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Mobile service industries struggle to find mechanics

Demand for qualified heavy vehicle and mobile service mechanics is on the rise, according to industry insiders and the Bureau of Labor Statistics

ERIN GOLDEN

If you want to see evidence of one of the biggest challenges facing the heavy equipment service industry — and all of the industries it serves — Bonne Karim suggests taking a look around any cluster of trucking-related businesses.

"If you drive down the avenue in Oklahoma City parallel to I-40," she said, "every single place has a sign: 'Technicians wanted.'"

Karim, a retired fleet training manager for the U.S. Postal Service and former chairwoman of the American Trucking Association's Technology and Maintenance Council's professional technician development committee, said the help-wanted signs are a symptom of a problem that's been building up for decades and is now becoming a major problem across the country.

Demand for qualified heavy vehicle and mobile service mechanics is on the rise. The Bureau of Labor Statistics estimates that the industry will grow by nine percent between 2012 and 2022. But at the same time, the number of people stepping up for those jobs is dwindling.

Industry veterans say they're facing a two-pronged issue: the bulk of technicians are older workers headed toward retirement and the young people interested in replacing them are few and far between. And with few mechanics ready to do the work, companies often are forced to delay work or opt for new kinds of equipment to keep up.

Preston Ingalls, president and CEO of the Raleigh, N.C.-based maintenance consulting firm TBR Strategies, works with a long list of major construction and oil and

gas corporations. Most of those companies, he said, are having a hard time keeping technician positions filled.

"It's very difficult to go out right now; I don't know a single one of my clients that don't struggle when they have an opening in their shop," Ingalls said.

He said that shortage has a very real impact on how quickly repairs — and projects — can be completed.

"You see field personnel performing work, taking a long time for repairs to occur, and you're seeing delays because of backlogs of work," he said.

Karim said companies have long put their focus on sales and customer service, sometimes at the expense of the maintenance side of the business. For a while, that may have worked, but she said it won't for much longer.

"We do such a good job that they take us for granted," she said. "But if it gets to the point where the trucks aren't running, it's going to be a wakeup call."

Karim and other industry professionals say the way to head off the problem before it becomes a full-blown crisis is to start early, when future technicians are still in their teens, or even younger.

First, they said, schools and companies alike need to do a better job of explaining and selling the idea of being a technician.

Ken Calhoun, vice-president for customer relations at Truck Centers of Arkansas, said many students think of technician jobs only as grimy, hands-on work. But in today's industries, he said, the job also demands a solid command of technical and computer skills.

"When I started, we were looking for kids who didn't fit the model for college — maybe he tinkered with go-karts," Calhoun said. "But today, it has to be someone who has that mentality, plus is savvy enough to do some of the diagnostic (tech work.) So it gets more difficult for us."

Karim said mechanic-training programs have lost visibility in many schools, where the focus has shifted to culinary training or other courses of study. And, she said, many of the top graduates in technician training programs are opting to start their careers on the automotive side, rather than diesel. She said that's in part because of heavy recruiting efforts from big companies like Toyota.

And though demand for good technicians has increased, those workers haven't seen a major bump in their salaries. According to the Bureau of Labor Statistics, the median wage for heavy vehicle and mobile equipment service technicians was \$43,820 in 2012, the most recent time the numbers were collected.

In some cases, in-demand mechanics have seen their workloads grow considerably, which has some in the industry concerned about fatigue and related safety issues.

"For some of my clients, 65 to 70 hours a week is pretty routine," Ingalls said. "Productivity drops off and safety (incidents) increase."

Calhoun said the industry needs to do more to provide technicians with support

"We do such a good job that they take us for granted," she said. "But if it gets to the point where the trucks aren't running, it's going to be a wakeup call."

~ Bonne Karim, chairwoman, American Trucking Association's Technology and Maintenance Council



Roger Maye of parts manufacturer ConMet (Consolidated Metco Inc.) works with student Harley Hawkins on a wheel-end adjustment at an Oklahoma Trucking Association Technology Maintenance Council (OTA TMC) technician training seminar at Tulsa Technology Center in 2010. Hawkins is now in the U.S. Air Force working on large planes.

Photo by Bonne Karim

and to show newcomers that it can be an exciting path.

"It's a wonderful career field, but we've done a horrible job of advertising," he said.

Some industry organizations are now putting an increased focus on training programs. Truck Centers of Arkansas

launched an in-house training center that allows high school students to work 20 hours per week while attending school.

That program is now in its fourth class of students.

"We just feel like it's a 'half to,'" Calhoun said of the increased training opportunities.

Meanwhile, others in the industry say equipment manufacturers will also have to pick up some of the burden, building products that last longer and require less maintenance.

Mason Ford, director of equipment services for Skanska USA Civil, said his company is increasingly looking for equipment that isn't expected to wear out after a relatively short period of use.

"It's a matter of having the manufacturers step up," he said. "And they have to because they're in the same boat as us. We're not buying CAT equipment if Caterpillar can't make it run. With a shortage of technicians, they have to make the stuff better."

Ford said innovation in the repair industry is also changing the nature of the jobs themselves. The spread of mobile diagnostic technology, in which companies can sort out — and sometimes fix — problems remotely, means technicians don't always have to go out to the field.

"Instead of having one or two really well-trained guys looking at our meters, one guy is sitting in the office running a lot of tests and figuring out what is running right," he said. "And he can make sure we direct those people to the right spot and the right parts."

Erin Golden is a journalist based in Minneapolis, Minn.



"You see field personnel performing work, taking a long time for repairs to occur, and you're seeing delays because of backlogs of work."

~ Preston Ingalls, president and CEO, TBR Strategies

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BY DAN ANDERSON

Spec My Truck

Ol' Yeller does yeoman service

One-of-a-kind monster vehicle tackles weather extremes of Washington state

Aaron Morgan is a skilled heavy equipment mechanic, but only because he needs that expertise in order to do what he truly enjoys.

"I have to take things apart before I can do the welding and machining, which is the part of the job I really love," says the 32-year-old owner of Industrial IronWorks, a mobile machining and welding business in Okanogan, Washington. "I've had a passion for welding since I was in grade school. I got trained through a welding apprenticeship, worked in some Cat shops, and then went out on my own."

Morgan works on-site at mines, quarries and wherever equipment too large to haul to a shop needs repairs. He does precision welding and on-site machining in summer's heat or winter's cold, dealing with clouds of dust or sucking mud, in a personal quest for mechanical perfection.

"Honestly, I take so much pride in the work I do in the field that I think I do better work in the field, on-site, than a lot of machine shops do under controlled conditions," says Morgan. "I won't leave a job till it's perfect."

Perfection requires a variety of specialized machine tools transported to job sites in "Ol' Yeller," Morgan's one-of-a-kind service truck. The chassis is a 1985 Kenworth W900B loaded with a 3406 Caterpillar engine in front of a 13-speed transmission. Morgan says the tandem-axle, twin-screw rear axles supported by a New Wave air-ride suspension is not only necessary to keep the 40,000-pound GVW monster road-legal, but to get him where he needs to go.

"There are places where we have to chain-up (install chains on the rear tires for traction), and the air suspension really helps with traction under those conditions," he says.

Ol' Yeller carries a 22-foot long, low-profile Brutus service body outfitted with American Eagle tool chests and a Tiger 8000-pound hydraulic crane. A Lincoln "Vantage 500" welder powered by a four-cylinder turbo-charged Perkins diesel engine shares welding duties with a Miller "Trailblazer 302 EFI" welder/generator. An Airworks "Twister" T60 screw-type air compressor is equipped with a three-cylinder Kubota diesel engine that also provides hydraulic power for the truck's crane.

While Morgan's toolboxes are loaded with hand wrenches and power tools to

handle nuts and bolts up to three inches in diameter, the core of his trade rides in the center bay.

"We've got my machine tools loaded in job boxes, and we crane the boxes in and out of the bed of the truck," he says. "On-site, we unload the tools, assemble them and tack-weld them to the pieces we're machining. I haven't run into anything I wouldn't tackle, and everything we've tackled, we've done what we said we could do. One job required 17 hours of welding and used two and a half spools of welding wire before we used our line-boring tools to re-size the bore."

"We've got my machine tools loaded in job boxes, and we crane the boxes in and out of the bed of the truck."

~Aaron Morgan, Industrial IronWorks, Okanogan, Wash.

Morgan and his wife, Jennifer, are the management and workforce at Industrial IronWorks. They often park Ol' Yeller at a job site, then commute in their pickup truck to their home. They stay in motels when necessary, and in one case lived in their camping trailer for more than two months while completing a particularly lengthy job.

Machining requires extreme attention to detail, and Morgan's insistence on quality extends to even the brand of vise he has bolted to the tailboard of the truck.

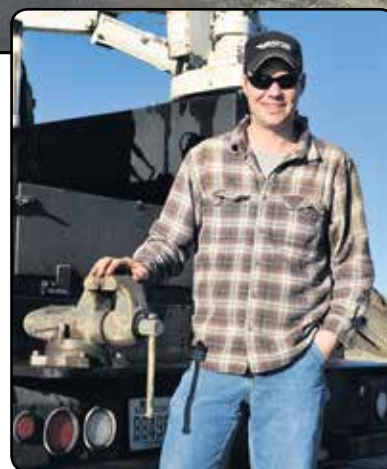
"It's got to be a Wilton vise," he says. "It cost \$1,200, but you get your money back because it's nearly indestructible. I don't scrimp on tools. If a tool will make my job easier or help me get better results, I'm going to own it. I'm just fortunate that my wife agrees with that philosophy."

Morgan jokes that only the apprentice welder who works for him, his office managing-wife, and their insurance agent know exactly how many dollars' worth of tools are aboard the huge yellow truck.

"When we head out to an average job, there's probably \$200,000 worth of tools on-board, counting the welders and air compressor and the special machine tools," he says. "But you've got to have what you need to do the job right, and that's the only way I do things."



The tandem-axle, twin-screw rear axles supported by a New Wave air-ride suspension keeps 40,000-pound GVW "Ol' Yeller" road-legal and takes owner Aaron Morgan where he needs to go.



Wilton vise cost \$1,200, but "it's nearly indestructible."



1 3/4-inch boring bar machining excavator end of stick pin location.



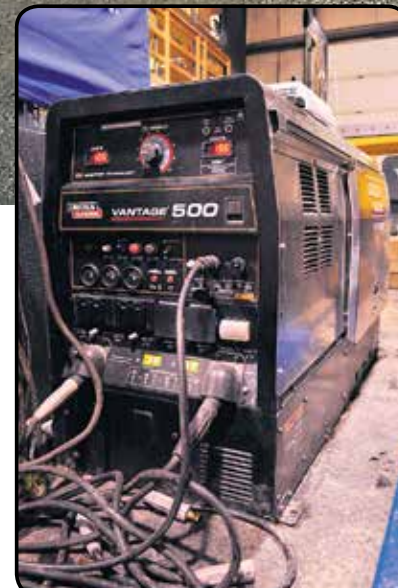
BOA bore welder works on an excavator end of stick.



2 1/4-inch boring bar machining pin location on excavator end of stick.



The chassis of Aaron Morgan's "Ol' Yeller" is a 1985 Kenworth W900B loaded with a 3406 Caterpillar engine in front of a 13-speed transmission.



Lincoln "Vantage 500" welder is powered by a four-cylinder turbo-charged Perkins diesel engine.

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

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Ol' Yeller carries a 22-foot long, low-profile Brutus service body and American Eagle tool chests.

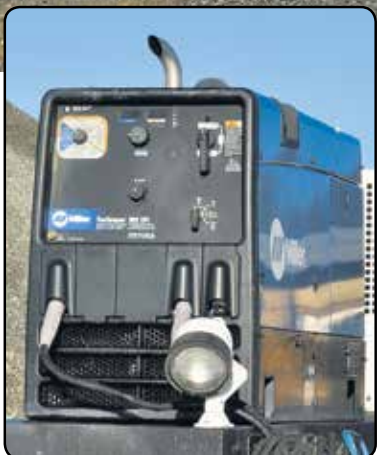
Industrial IronWorks is based in Okanogan, Wash.



An 8000-pound Tiger hydraulic crane does the heavy lifting.



Airworks "Twister" T60 screw-type air compressor is equipped with a three-cylinder Kubota diesel engine that also provides hydraulic power for the truck's crane.



Lincoln shares welding duties with a Miller "Trailblazer 302 EFI" welder/generator.



Job boxes contain tools that can be assembled or tack welded on site.

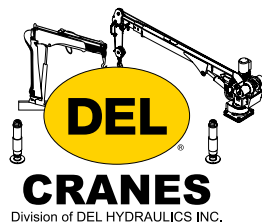


Precision measuring tools share toolbox space with hefty sockets.

Machine tools are loaded in job boxes that are craned in and out of the truck.

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COVER

Pimp your truck *continued from cover*

things mechanics add to their truck to make it exactly like they want it."

Climate influences how some service truck operators customize their trucks. In the steamy regions of the Gulf Coast in the southern United States, utility workers who splice cables inside enclosed service bodies favor recreational vehicle (RV) air conditioning units that make that tedious work tolerable. Under the desert Southwest's blistering sun, some mechanics install retractable canvas RV awnings on their high-side service bodies to provide shade, or add brackets to put an umbrella/sunshade on the end of their truck's crane or boom.

Mechanics in northern Canada, Alaska, and north-central U.S. have the opposite problem: they often have to deal with tools, supplies and equipment under arctic conditions.

"There are two approaches to working under those conditions," says Jim Guest, a regional sales rep with Pride Bodies, based in Cambridge, Ont. "Some of the guys prefer that their tools stay cold, because warm tools stick to cold gloves. Other guys prefer to keep their tools warm. If they're running a lube truck, they need to keep the oil and fuel warm so it will flow."

"Those little ceramic electric heaters that are designed for use in a house or garage are just a recipe for a fire in a service truck. You need to use a heater that's designed specifically for use in a truck under rough conditions."

~ Jim Guest, Pride Bodies

Many options for keeping warm

Heaters for service bodies come in many designs and sizes. Some pull heat from coolant circulated from the truck's engine. Electric-element heaters are an option, while other systems use small diesel-fueled heaters.

"Diesel-fueled heaters like a Webasto unit work well," says Dean Wilkinson, sales coordinator with Wilcox Bodies Ltd. of Milton, Ont. "Guys put those little heaters in side compartments to keep their hand tools warm, and inside enclosed service bodies to keep their work environment at a decent temperature."

Guest warns against using a household-type heater for industrial purposes.

"Those little ceramic electric heaters that are designed for use in a house or garage are just a recipe for a fire in a service truck," Guest says. "You need to use a heater that's designed specifically for use in a truck under rough conditions."

Take care with engine-powered accessories

While every mechanic likes to personalize his truck to his needs and preferences, care must be used when adding engine-powered accessories.

"Anti-idling ordinances in cities and (the design of) Tier IV diesel engines often discourage idling engines to power lights and accessories," says Wilkinson. "Auxiliary power units (APUs) like Miller's EnPak and the Boss MechanX are popular because they reduce the need to run



Rubberized tool mats, such as those made by Dri-Dek, keeps tools from sliding and banging around.

Image courtesy of Kendall Products, makers of Dri-Dek



Units, such as Vanair's Air N Arc I300, are "self-contained with their own engine, generator, air compressor, hydraulics and inverter," notes Gary Hibma of Maintainer Corporation of Iowa.

the truck's engine, which saves fuel and reduces emissions." Gary Hibma, says APUs can do much more than simply provide electric power.

"Units like the Vanair I300 and Miller's EnPak are self-contained with their own engine, generator, air compressor, hydraulics and inverter," says Hibma. "You can get them with up to a 240 volt power supply, and the built-in inverters provide smooth power without spikes or irregularities."

"Smooth" power is important because laptop computers are an essential tool for any modern road mechanic. Many mechanics have discovered laptops need their own accessories.

"Guys are installing Jotto Desks or RAM mounts in their cabs so they can do paperwork, look up tech books or use remote connections to go online with their laptops," says Guest. "We've been putting GFI (ground fault interrupter) electrical receptacles in the cab to give smooth sine wave power for all the laptops and other electronic equipment that guys are using. We had one company that wanted 1500-watt inverters installed in the cab of every truck in their fleet."

Add simple gadgets to personalize your truck

While high-tech, high-dollar accessories draw attention, smaller, simpler gadgets and add-ons are often just as functional in customizing service trucks to the individual needs of mechanics.

The list, which includes the following items, is as varied and creative as the needs of the mechanic:

- Rubberized tool mats keep hand tools from sliding and banging around in tool drawers. "The thin rubberized stuff you buy at box stores really doesn't do much," says Hibma. "Dri-Dek mats are about as good as I've seen. Cut them to size and they fit in the bottom of any drawer or compartment."

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COVER



A microwave oven provides "home comfort" in a truck.



- Moisture desiccant packs, such as Dri-Box, come in a variety of sizes and are designed to draw moisture from the air in sealed toolboxes or compartments to prevent rust due to condensation. Some are designed to be replaced when they're "full" of moisture, others can be re-charged.

- Lights on the ends of hydraulic cranes provide overhead, adjustable illumination.

- Boot scrapers on rear steps and running boards keep job-site mud out of truck beds and truck cabs.

- Microwave ovens, mini-refrigerators and other appliances provide "home comforts."

- Spray-on bed liners. "Rather than lining their tool drawers and compartments with rubber mats, guys are having spray-on bedliner installed, like they use to rubberize the inside of pickup truck beds," says Jason Stansbury, general manager of Palfleet Truck Equipment, based in Council Bluffs, Iowa.

Stansbury adds a final, important consideration for mechanics customizing their service trucks.

"Don't overload or un-balance your truck when you add all your tools and equipment," Stansbury says. "We balance the bodies to the trucks when we design them. We add two springs to the crane side and one spring to the opposite



Extra lights, such as high-intensity discharge or HID lights, are popular additions to a service truck.

The EnPak Mechanic Series from Miller is another favorite service truck accessory.

side to allow for a welder or air compressor and all tools they'll add. We try to anticipate the weight of tools, and figure the average mechanic will add around 2,000 pounds of tools, depending on the age of the mechanic."

Tools tend to accumulate

The age of the mechanic makes a difference in the weight of the tools he carries on his truck...?

"No mechanic ever gets rid of a tool," says Stansbury. "The older they get, the more tools they have. We've found there's a 500 to 1,000 pound difference in the average weight of tools between a young mechanic and an older mechanic. The end goal is to make sure the loaded truck (including all the options and accessories the mechanic adds after he gets the truck) is not only within legal load limits, but balanced from side to side and front to rear so that it handles and drives safely."

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

PacLease donors top sales managers

Robert Elliott of Florida and Buddy Newton of Colorado have been named Paccar Leasing Company's Service Managers of the Year for 2014.

Elliott, of Rush Truck Leasing in Tampa, earned Peterbilt service honors. Newton, of MHC Truck Leasing in Colorado Springs, took home the Kenworth title.

The awards were presented at a recent PacLease maintenance management seminar recently held in Anaheim, Calif., said a news release from Paccar.

Elliott and Newton were also named regional winners — for Peterbilt west and Kenilworth east, respectively.

Other regional winners included the following:

- Vic Macias, Inland PacLease of Fontana, Calif., (Kenworth west);
- Dean Hendricks, JX PacLease of Waukesha, Wisc., (Peterbilt east);
- Kelly Whyte, C.T.S. Lease and Rental of Winnipeg, Man., (Kenworth Canada);
- Antonio Racioppo, Peterbilt Ontario Truck Centres of London, Ont., (Peterbilt Canada).

"Maintenance is a critical component for lease customers in order for them to minimize downtime — and we feel it's a competitive advantage for Paccar Leasing," PacLease maintenance manager Rick Tapp said in a news release announcing the winners.

PacLease is part of Seattle-based Paccar Inc., which manufactures Kenworth, Peterbilt, and DAF truck chassis. For more information, visit www.paccar.com.



Robert Elliott, (third from the left) of MHC Truck Leasing in Colorado Springs, Colo., receives PacLease's Kenworth service manager of the year award. Also in the photo are (from left) PacLease representatives Rick Tapp (maintenance manager), Chuck David (area operations manager east region), and Hector Gonzalez (director of franchise operations).



Buddy Newton receives PacLease's Kenworth service manager of the year award at the recent PacLease maintenance management seminar in Anaheim, Calif.

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FEATURE

Procrastination prevails as deadline confirmed

Service truck crane operators now have until November 2017 to become federally certified

KEITH NORBURY

The deadline for a federal government requirement to certify crane operators has officially been extended until Nov. 10, 2017.

The Occupational Health and Safety Administration had originally set a deadline of Nov. 10, 2014. But last May, the agency announced that it was considering extending the deadline. That extension became official on Sept. 26, 2014.

Operators of service truck cranes encompassed by the rules weren't exactly rushing to become certified when the extension was first being proposed. Now that the extension is official, they have even more time to put certification on the back burner.

"I think there's a general sentiment that some of the users of service truck cranes have taken a breath to see how things shake out," said Joel Oliva, director of operations and program development for the National Commission for the Certification of Crane Operators. "And we certainly don't blame them for that."

In April 2013, the NCCCO launched a special certification for service truck crane operator. That was developed with the help of a committee of manufacturers, dealers, users, trainers and other industry insiders.

The initiative was in response to changes to OSHA's rules regarding lifting operations for cranes and derricks. Those changes to what is called OSHA 1926 Subpart CC will require operator certification for all cranes of 2,000 pounds capacity or greater that are used in construction.

Another certification body, Crane Institute Certification, is in the final development stage of its certification program for service truck crane operators, according to its website. CIC didn't respond to a request for an update on that program.

"There's no sense of urgency and everybody's just kind of hanging loose now. It was like you flipped a switch. There's no real commitment."

~ Dave Foster,
Venco Venturo Industries LLC

As *Service Truck Magazine* reported last year, the new standard, known as 1926.1400, "applies to power-operated equipment, when used in construction, that can hoist, lower and horizontally move a suspended load" and that includes "service/mechanic trucks with a hoisting device." However, the regulation exempts mechanic's trucks when those devices are "used in activities related to equipment maintenance and repair."

To say the new rules are complicated and open to interpretation is an understatement.

As far as service truck cranes are concerned, one area of dispute is over where to draw the line between construction and maintenance. A common example concerns the placement of propane tanks: initial placement can be considered as construction whereas swapping of subsequent tanks might be regarded as maintenance — even though the lifts are identical.

Interest is trickling in

Despite the challenges, Oliva said the NCCCO has still seen some "modest gains" in the program. He didn't have exact figures but estimated that the NCCCO has now certified 300 to 400 service truck crane operators compared with about 75 last April.

"We're not talking thousands yet," he said. "We're still talking hundreds."

However, representatives of two companies that provide training for service truck crane operators say that demand for that training has fizzled.

"In this industry, people procrastinate. They always procrastinate," said Teri Drapeau, CEO of Nationwide Crane Training, which is based in Carson City, Nevada.

Her company had partnered with Stahl, an Ohio-based manufacturer of service bodies, on a five-day training and certification program that was supposed to launch last February. But so far that program hasn't gotten off the ground, although Drapeau said a couple of her trainers have trained small groups on the side.

Still, interest is trickling in, Drapeau said.

"The thing is with the service truck, almost every industry has a service truck," Drapeau said. "So we feel as though it's going to explode but not just yet. It probably won't start exploding until 2016."

Dave Foster, manager of the crane training division for Venco Ventura Manufacturing, said his company trained several hundred service truck cranes operators in the beginning of the program. However, it hasn't trained any in the last eight to 10 months — or since about the time OSHA indicated it might extend the deadline.

"There's no sense of urgency and everybody's just kind of hanging loose now," Foster said. "It was like you flipped a switch. There's no real commitment."

Don't expect any more exemptions

Foster suspects that many people harbor a mistaken impression that the deadline delay means OSHA is planning more exemptions to the requirements. "And that couldn't be further from the truth," Foster said. "The only reason they're opening up the law again is to change a specific piece of it to do with boom length and capacity



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

for clarification. I don't see them adding any other exemptions to it at all."

Curiously enough, his own company, which is based in Cincinnati, recently issued a news release promoting its new Venturo ET6K electric crane, which has a maximum capacity of 2,000 pounds, as being exempt from OSHA's operator certification requirements.

"In this industry, people procrastinate. They always procrastinate."

~ Teri Drapeau, Nationwide
Crane Training

Foster said a niche for such a small crane has been created in Ohio because of a state law that requires public agencies like municipalities and school boards to adopt the federal OSHA law. Those agencies typically only use small cranes for picking up items like manhole covers and fire hydrants.

"So they don't need the capacity," Foster said. "And in that law if the crane's rating is 2,000 pounds or less it exempts them from having to become a certified operator."

Qualification still required

Nevertheless, he and others noted that existing OSHA rules also requires that a crane operator is qualified to perform the application — regardless of certification.

"They should still be qualified operators and that's done by training and testing — if they do it themselves or if they hire somebody like myself to do it," Fraser said. "And that's got to be documented."

Garvin Branch, a technical specialist in OSHA's Directorate of Construction, noted that even cranes exempted under the new rules would still be covered by another OSHA rule — 29 CFR 1926.20(b)4. It

states, "The employer shall permit only those employees qualified by training or experience to operate equipment and machinery."

However, a question still remains as to whether or not the new certification requirement will supplant the over-arching requirement to qualify personnel.

"At this point, I don't know," Branch said, adding "because this was a negotiated rule making, we have to really explain ourselves if we are going to deviate from what was already required."

He noted that employers still have almost three years to comment on the legislation before the final deadline. "Especially now that certification doesn't supplant that employer duty, there are going to be some stakeholders out there that are going to say, 'Now that I'm back on the hook, why do I need to send my individuals to certification bodies, testing organizations, when I can do that myself?'"

Nevertheless, those kinds of comments have already been received and Branch doesn't expect to hear any new objections. "But we will probably have more economic data on how employers are going to address that if now they have to certify and the employer has to evaluate their operators," Branch said.

Just to complicate matters further, it bears noting that the NCCCO's service truck crane operator certification applies only to telescopic cranes. In fact, operators who receive the NCCCO's telescopic boom-fixed cab (TSS) certification are automatically certified for a telescopic service truck crane. An operator of a service truck crane with an articulated boom (also known as a knuckle boom) would need to be certified as an articulating crane operator.

It also should be stressed that training and certification are separate but related processes. The NCCCO only does testing and certification, not training. And techni-

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FEATURE

cally, a crane operator can challenge the certification exams without first undergoing training.

"As a third-party certification body we are not allowed to require the training," Oliva said. "We of course encourage people to get it."

The cost of certification totals \$225 for the written exam and practical exam. So Oliva doesn't think those fees are discouraging anyone from getting certified.

The cost of training might be another story. A two- or three-day class runs anywhere from \$1,000 to \$5,000 per operator depending on experience, Oliva estimated. Drapeau said she has seen costs ranging from \$1,500 to \$12,000 per person. The latter could include having to fly in an instructor on short notice.

"Cost is a huge variable," Drapeau said.

Employers also have to cover the cost of their workers while they're being trained, Oliva pointed out.

"So the indirect costs, or the opportunity costs, that are associated with attending a two- or three-day class, often-times is an issue," he said.

Branch, though, said training should never be an issue regardless of the certification requirements. He called it "an urban legend" that operators of cranes exempt from certification don't have to have any qualifications. "If you don't take anything else from this, you should always be trained and that person should be competent to operate that piece of equipment — whether or not certification's required or not," Branch said.

He advised those in the industry to check OSHA's crane page periodically for updates on the new rules — www.osha.gov/cranes-derricks.

"We will be posting our site visits," Branch said. "So you can get information about what other employers are doing regarding how they meet their requirements for competency."



New training center expo draws a crowd to Houston

Miller Electric Mfg. Co. recently hosted the Gulf Coast Welding and Cutting Technology Conference and Expo at the company's new Miller and Hobart Technology and Training Center in Houston.

The 23,000 square foot facility (top right) features a variety of Miller machines for demonstrations and training, covering the processes of MIG, TIG, flux-cored and submerged arc welding, plasma cutting and induction heating.

Displays at the conference, held Sept. 10-11, included a demonstration of Miller's Filtair Capture 5 fume extraction system (right centre). The system, introduced in 2013, features Miller's ZoneFlow technology, which creates a fume capture area of up to four feet wide and five deep. That is much larger than the 18-inch maximum of conventional technologies, according to Miller.

A total of 177 people attended the conference and expo over the two days (right centre).

The centre, at 15331 Vantage Parkway East in Houston, is a resource for product users, regional employers and welding distributors, Miller said in a news release announcing its opening.

Both Hobart, which makes filler metals, and Miller, headquartered in Appleton, Wisc., are subsidiaries of Illinois Tool Works Inc.

Also with a display at the expo was Orbitalum, another ITW company (lower right). Orbitalum makes such equipment as pipe cutting machines and orbital welding power supplies.



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FEATURE

Rocky road for diesel-electric hybrids ahead

Kenworth and Hino have had mixed sales success with their hybrid trucks, especially in the service truck market

SAUL CHERNOS

Maybe relatively stable fuel prices are to blame. Or maybe the blame lies with certain government incentive programs. In any case, while hybrid diesel-electric trucks are gaining traction in China and Europe, they're not quite taking off in North America.

A few early birds aside, hybrid trucks came on-scene in 2002 when Eaton, a Michigan-based manufacturer of power-management systems, announced plans to supply hybrid power-train technology products for commercial vehicles.

The following year, FedEx ordered 20 hybrid delivery trucks, and the power utility Commonwealth Edison tested diesel-electric bucket trucks soon afterwards.

Then, Paccar announced its own fuel-efficiency plans. And in 2009, Kenworth Truck Company, a Paccar subsidiary, introduced a prototype hybrid mechanic's service truck, the T270, at World of Concrete in Las Vegas.

The T270's stated goal was to enhance fuel economy by up to 50 percent. Powered by a 260-horsepower Paccar PX-6 engine, the T270 included a transmission-mounted motor and generator, a frame-mounted 340-volt battery pack, and a power management system designed to juice a 10,000-pound hydraulic crane.

Momentum lost as market takes hit

Hybrids seemed to be gaining momentum. By 2010, Eaton said more than 2,400 of its hybrid packages — with transmissions, motors, generator controllers, clutch actuators and software controls — were in use in a variety of trucks in the U.S.

With rising fuel prices and growing scientific consensus linking fossil fuel consumption to climate change, the hybrid market seemed a no-brainer. Frost & Sullivan, a global market research firm, forecast 222,000 hybrid-electric vehicles across Europe and North America by 2016.

However, the market took a major hit last year. In September, citing a lack of market demand, Eaton discontinued North American production and sales.

Jim Michels, manager of global business communications with Eaton's vehicle group in Galesburg, Mich., says demand began to drop when the U.S. government elimi-

nated a financial credits program and diesel prices stabilized.

"We've seen the hybrid market in North America contract quite a bit over the past few years," Michels says.

Still, Eaton continues production and distribution in China and across Europe, and Michels wouldn't rule out resuming North American production should market demand occur.

"We can certainly crank up our manufacturing to meet demand, but from a business standpoint if you don't have a market to supply there's no business case to stay active," Michels said.

Kenworth, which relied on Eaton as a supplier and had modest success selling T270 systems for freight and delivery vehicles, including more than 600 to Coca-Cola,

stopped offering the option when Eaton withdrew from North America.

In terms of mechanic's service trucks specifically, hybrid amounted to little more than a footnote for Kenworth.

"I never really heard of it going anywhere," spokesperson Jeff Parietti says. "I think one customer bought one, but I don't think we had any others."

Calling the diesel-electric hybrid "ancient history," Parietti says almost all Kenworth truck sales are now diesel.

Hino still in the game

Still, there have been some gains. In California, Sonoma County acquired a Hino 195H hybrid-electric service truck in September, with technology designed to cut fuel consumption by 30 per cent.

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Hino has introduced a hybrid cab-over service truck.

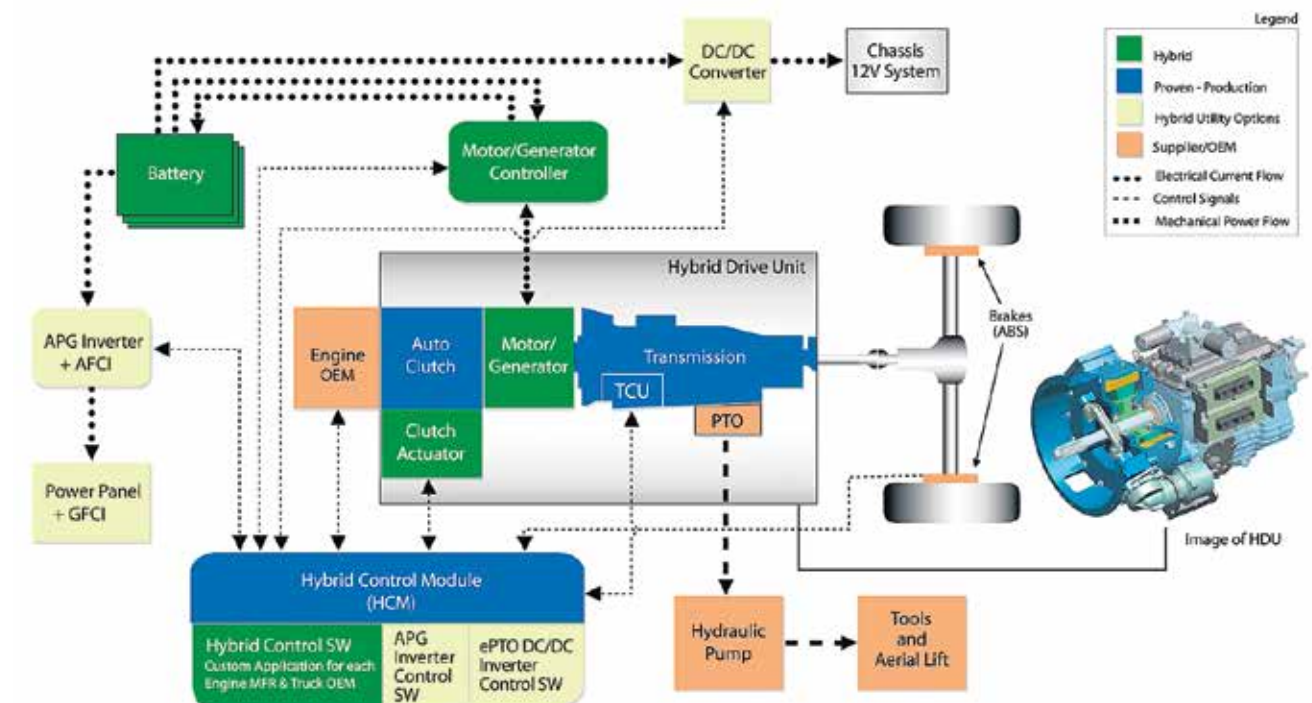
The illustration below outlines the components of an Eaton hybrid drive system.

Image courtesy Eaton Vehicle Group



The Los Angeles Department of Water and Power added a hybrid diesel-electric aerial bucket truck to its existing fleet this past fall. The truck features a 2012 model 2300 International chassis, an Altec body and boom, and a diesel-electric plug-in hybrid system manufactured by Odyne Systems. It was acquired through a grant from the South Coast Air Quality Management District.

Photo courtesy Los Angeles Department of Water and Power



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FEATURE

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Glenn Ellis, vice-president of marketing, dealer operations and product planning for Hino Trucks in Novi, Mich., says the Toyota-owned company remains very much in the game.

Ellis says Hino has sold more than 1,000 class 5 cab-over-engine hybrids trucks since launching these in late 2013. The majority have been delivery and towing vehicles, with only a handful — one to two percent — mechanic's service trucks.

One factor that's helped Hino straddle the hybrid market has been its close relationship with Toyota. Batteries are manufactured by a Toyota subsidiary and many components are shared.

"We actually introduced our first hybrid in 1991, and

"We've seen the hybrid market in North America contract quite a bit over the past few years."

~ Jim Michels, Eaton Corporation Vehicle Group,
Galesburg, Mich.

Toyota introduced the Prius in 1997, so they utilize a lot of our technology," Ellis says. "We're able to take the volume and economy of scale with the mass production of (consumer) hybrids that Toyota has into the commercial (truck) market."

Ellis' optimism is further fuelled by growing urbanization and efforts by regional air districts to promote green transportation.

"More and more cities and states are investing in clean technology and incentive programs," Ellis says, adding that emission regulations also play a role.

A case in point is the Los Angeles Department of Water and Power. Spokesperson Scott Briasco says the utility added a hybrid aerial bucket truck to its 115-strong die-



York City Department of Transportation acquired nine Kenworth T270 hybrid diesel-electric "bucket trucks," such as the one in the photo above. Kenworth Truck Company, a Paccar subsidiary, introduced a prototype hybrid mechanic's service truck at World of Concrete in 2009 in Las Vegas.

Photo courtesy Kenworth Truck Company.

sel fleet last year following a \$50,000 grant from the South Coast Air Quality Management District, which covered the system's extra cost.

"We've also ordered three plug-in hybrid digger derricks," Briasco says. "We're hoping they work and are reliable and that we'll be getting more of these in our fleet — that's our plan."

These vehicles, with hybrid components supplied by Odyne Systems of Waukesha, Wisc., may not be the kind of full-fledged service trucks that carry a crane, but the bucket reaches 60 feet, high enough to hoist workers atop hydro poles, and the truck houses compartments for an array of specialized tools.

Furthermore, Briasco says, the trucks' routines are fairly similar. "The concept of the plug-in hybrid is that when it gets to the job site you turn the truck off and the batter-

ies are large enough to operate the hydraulic system and provide service for an entire day without the engine coming on. Then, after a full day's work, it comes back to the service yard and we plug it in and charge the batteries back up."

Biasco says the hybrid system operates the climate controls inside the vehicle cab, provides some launch assistance, and offers regenerative braking which feeds power back to the battery.

Hybrids best when mileage soars

Doyle Sumrall, who manages the Green Truck Association for the National Truck Equipment Association, says hybrid diesel-electric technology delivered on the industry's promise of a 20 to 25 per cent reduction in fuel use, but service trucks generally don't log enough miles to warrant the extra cost.

And, he says, because natural gas prices are low enough to sustain its use as an alternate fuel, fleets have started moving in that direction. Furthermore, Sumrall says, new diesel engines with improved fuel economy have also come on the market.

"They've tweaked things around and they're getting a little bit better," he says. "A lot of factors have come to play."

Hino's Glenn Ellis points out that service trucks in urban areas aren't necessarily the same beasts as their rural brethren working, say, in the oil patch of rural North Dakota. Hybrids, he says, might be less feasible in remote areas where jobs are more demanding.

"They have bigger requirements for large air compressors and for lubes and oils that they carry," Ellis says. "Our truck is a little bit small for large mining-type and service applications, but for a city that has buses and other equipment to service, it makes perfect sense."

Saul Chernos is freelance writer based in Toronto.

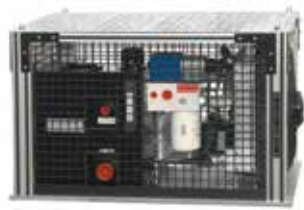


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COMPANY NEWS

Company charges ahead with new paint processes

New painting procedures, including electrostatic adhesion, have recently been instituted at Curry Supply Company.

Electrostatic adhesion uses a specially formulated paint that is given an electrostatic charge and then sprayed on a grounded surface, notes a news release from Curry Supply, which is a manufacturer and dealer of commercial service vehicles.

The transition from conventional spray took place over several months and is now being used on all new and restored vehicles.

In electrostatic adhesion, the paint is attracted to the surface much like a magnet is to metal. The magnetism also reduces overspray.

"This means that the paint process is faster and covers more surfaces with greater uniformity," the news release said. The better coverage also increases rust and corrosion

Reactor unit and fusion gun are used to apply interior protective coatings.



Electrostatic gun applies paint to a positively charged surface for better adhesion.



protection.

The electrostatic process requires sophisticated application tooling and specially trained technicians. It is an investment that Curry Supply felt was worth making, the release said.

"The finished product looks better and lasts longer than if it had been painted using conventional methods," Jack Dodson, the company's paint department manager, said in the news release.

A second significant paint department improvement isn't so obvious to the naked eye, the company says. All Curry Supply water and vacuum tanks are now being manufactured with an interior protective lining.

During manufacturing, the lining is affixed using a two-component reactor unit and fusion gun that sprays polyurea material. This extra step is intended to extend the life of the tank.

"The interior lining that we apply is a minimum of 18 mils thick, which is more than double the industry standard for interior lining," Curry's director of quality, Stephen McConnell, said in the release.

An ISO 9001 and ASME certified manufacturer, Curry Supply is a family-owned business established in 1932. The company is based in Martinsburg, Pa. *For more information, visit www.currys Supply.com.*



Curry appoints national manager

Marc LaBorde has been named national rental accounts manager for Curry Supply Company.

LaBorde will develop partnerships with equipment rental firms throughout the United States and assist them with their purchase of commercial service vehicles, said a news release from Curry, a dealer of service trucks and manufacturer of such products as lube skids and water trucks.

Curry is also a key provider of equipment to rental firms, the news release noted.

A graduate of Penn State University, LaBorde has spent his career with an industrial supplier and in the rental industry, most recently as general manager with RSC Equipment Rental and United Rentals.

"Our share of the rental industry market has grown rapidly," Curry Supply sales manager Jeff Shaw said in the news release. "We are thrilled to have someone with Marc's rental experience and professionalism join us to continue that growth."

A family-owned business that was established in 1932, Curry Supply is based in Martinsburg, Pa.

For more about the company, visit <http://www.currys Supply.com>.



Marc LaBorde



Equipment dealer moves Texas shop

H&E Equipment Services Inc. has open a new store in Pharr, Texas and relocated another one in the Lone Star State.

The company, based in Baton Rouge, La., has also moved its Madison, Ala., location. That move, which took effect Nov. 1, was to a new 17,500 facility on five acres at 190 Production Ave.

Also effective Nov. 1, H&E opened a new store in Pharr, Texas.

The Pharr store — which serves the McAllen and Rio Grande Valley areas — joins 12 other full-service operations in Texas, including H&E's operation in Corpus Christi, which just finished moving into a new location.

The new 20,000 square foot facility Corpus Christi store has eight-bay repair shop that includes two, five-ton overhead cranes, as well as a parts warehouse, and large yard area. The newly constructed facility, on eight acres at 7809 IH-37 Access Rd., is capable of repairing a variety of machines from compact construction equipment to large cranes, the news release said.

The Corpus Christi site also provides mobile as well in-shop service, in addition to equipment rentals, training and other value-added services, the release said.

"This area is experiencing tremendous growth, and we are committed to grow alongside it as we continue to take care of our customers," branch manager Tom Henning said in a news release.

The Pharr store is in a 15,250 square foot reconstructed facility on five acres at 705 East Nolana Loop.



H&E Equipment Services provides mobile service as well as in-shop service.

Both branches specialize in aerial lifts, telescopic forklifts, some large and compact earthmoving equipment and general construction equipment. Manufacturers of the equipment include Atlas Copco, Genie, JLG, Multiquip, Skytrak, Sullivan, Gehl, Wacker, and Skyjack.

H&E's crane office in Houston will continue to provide Manitowoc, Grove and Manitex crane products and services for the area.

Established in 1961, H&E Equipment Services has 69 locations throughout the Gulf Coast, Mid-Atlantic, Inter-mountain, Southwest, Northwest and West Coast regions. *For more information, visit HE-equipment.com.*



IMT adds new dealer in Florida

Equipment Repair Solutions Inc., based in Tampa, Fla., has been added to the distribution network of Iowa Mold Tooling Co. Inc.

"We're pleased to welcome Equipment Repair Solutions as our newest distributor partner," John Field, product manager of material handling at IMT, said in a news release. "The company is well-respected in the local hydraulic loader market, and their staff shares our commitment to customer success. With high-quality loader sales and service, Equipment Repair Solutions can help our Florida customers increase productivity and profitability."

Equipment Repair Solutions brings decades of individual experience servicing boom trucks and cranes, including IMT hydraulic loaders. The company has extended its product offering to include the IMT 16000, 24562 and 28562 hydraulic loaders, which are ideal for handling stacked or palletized material in the building

supply and construction industries.

In addition to IMT hydraulic loaders, Equipment Repair Solutions offers a complete range of on-site and in-shop maintenance and repair services, along with OSHA crane inspections and fabrication.

"We take pride in providing our customers the highest-quality products and service," Equipment Repair Solutions president Anthony Stanonis said in the news release. "We're proud to be a distributor of IMT hydraulic loaders, and we look forward to building existing customer relationships and starting new ones."

IMT is an Oshkosh Corporation company based in Garner, Iowa.

For more information on Equipment Rental Solutions, visit www.ersflorida.com. For more about IMT, which is an Oshkosh Corporation company based in Garner, Iowa, go to www.imt.com.

NTEA recognizes MVPs

Two service truck body manufacturers were among the companies receiving MVP status recently from the National Truck Equipment Manufacturers Association.

Royal Truck Body of Union City, Calif., and Summit Truck Bodies of Wathena, Kansas were among the eight companies receiving Member Verification Program status from the NTEA in the quarter ending December 2014.

The program "recognizes distributors, manufacturers and upfitters for implementing quality business practices and for taking steps to comply with applicable government regulations," said a news release from the NTEA, which brands itself as the Association for the Work Truck Industry.

Several other service truck body makers received congratulations for renewing their MVP status during that last quarter of 2014.

Those companies included the following:

- BrandFX Body Company of Fort Worth, Texas;
- General Truck Body Mfg. Co. of Houston, Texas;
- Knapheide Truck Equipment of Griffin, Ga.;
- Knapheide Truck Equipment-Southeast of Miami, Fla.;
- Venco Ventura Industries LLC of Cincinnati, Ohio.

Companies must re-verify their MVP status every three years. At last count, 283 companies had MVP status.

Venco Ventura adds Texas partner

Truck and Equipment Repair of Texas has been added to the distributor network of service body maker Venco Ventura Industries LLC.

The Conroe, Texas-based company will offer Ventura service body and crane lines as well as Venco hoist lines "as a key equipment up fitter for new equipment sales, parts and service," said a news release announcing the partnership.

"I'm proud and excited to welcome the team at TER Texas to the Venco Ventura Industries' family," Steve Overby, Venco Ventura's central U.S. territory manager, said in the news release. "TER Texas exhibits the business acumen, customer care and professionalism we pride ourselves on in our distribution network."

TER Texas owner Kris Jones said in the release that his company is excited about the new partnership with Venco Ventura, which is based in Cincinnati, Ohio.

"This partnership will fill a gap in the product line-up that we currently offer," Jones said. "It will allow us to come closer to our goal of being able to offer a complete up-fit package to our wholesale customers as well as retail business. Partnering with a well-known and reputable organization is paramount for our future success."

TER Texas also offers such products and services as liftgates, flatbeds, service bodies, paint body and fabrication, and box repair and configuration.

For more information about TER Texas, visit www.tertexas.com. To learn more about Venco Ventura, go to www.ventura.com.



Venco Ventura Industries LLC has added Truck and Equipment Repair of Texas to its dealer network.



Kris Jones



Steve Overby



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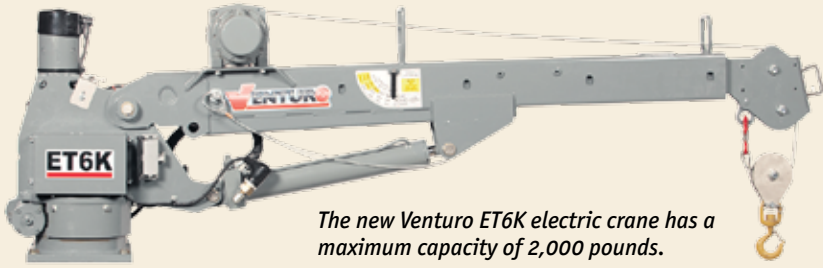
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PRODUCT NEWS



The new Venturo ET6K electric crane has a maximum capacity of 2,000 pounds.

Light-weight crane exempt from new OSHA regulations

A low-cost, light-weight service crane, the Venturo ET6K electric crane, has been added to the telescopic service crane product line of Venco Venturo Industries LLC.

The crane has a maximum capacity of 2,000 pounds, said a recent news release from the Cincinnati-based manufacturer. That places it below the requirement for crane operator certification from the federal Occupational Safety and Health Administration. The new deadline for meeting that standard, commonly known as OSHA 1926.1427, is Nov. 10, 2017.

The ET6K has a standard configuration that includes a manual extension boom from six feet to 10 feet, and hydraulic elevation from -5 degrees to +75 degrees. The crane has a rating of 6,000 foot pounds.

Its winch features a high-efficiency, heavy-duty three-stage electric planetary gear drive, 12-volt permanent magnet motor, and dual braking systems, the news release said.

"The ET6K comes standard with a capacity overload shut-off system, aircraft-quality wire rope, and remote control pendant," the release said.

Options include radio remote control, an anti two-block system which meets ANSI B30.5 safety requirements from the American National Standards Institute, mounting pedestals for platform body applications, outriggers and jacklegs for a variety of truck bodies, and an adjustable boom rest with a load block storage hook.

The company says the crane is suitable for "general service applications" on any truck with a gross vehicle weight rating of 8,000 pounds or heavier.

For more information about Venco Venturo's complete line of truck-mounted cranes, crane bodies, hoists, and accessories, visit www.venturo.com.



New welder has small footprint

The new Dimension 650 multipurpose welder boasts the performance of a larger machine but in an easier-to-handle package, says a news release from the manufacturer.

The Dimension 650, a trademarked machine from Miller Electric Mfg. Co., "provides both power-intensive output for heavy welding and carbon-arc gouging, as well precision arc characteristics designed for thin-metal welding," the news release said.

Compared with Miller's Dimension 652 welder, the 650 is 3.5 times lighter and has a 40 percent smaller footprint. That makes it easier to move around.

The 650's high electrical efficiency allows for more welding while using 32 percent less power. Its full-load welding draws fewer than 50 amps, enabling proper function in a variety of locations, says Miller, which is based in Appleton, Wisc.

The machine's gouging mode provides 800 amps of usable power. A full 650 amps of power at 100 percent duty cycle makes the Dimension 650 ideal for heavy gouging with 3/8-inch carbons, Miller says. The short-arc MIG performance enables precision welding of thin metals — with less risk of distortion or burn-through.

The 650 also provides excellent Stick and Lift-Arc TIG welding capabilities, Miller says. Easier fine-tuning of the arc makes superior performance possible even on tough-to-weld materials and out-of-position applications.

The 650's corrosion-resistant, all-aluminum case protects it from the environment while an input inductor protects against "dirty power" that can cause fluctuations and affect performance, Miller says.

Miller's trademarked Wind Tunnel Technology also enhances performance by directing internal airflow to protect electronic components from dirt, dust and debris. A trademarked Fan-on-Demand feature, which operates only when needed, reduces noise, power consumption, and airborne contaminants.

Further protecting the 650 is its three-and-a-quarter inches of ground clearance.



The Dimension 650 enables precision welding of thin metals.



CALENDAR OF EVENTS

MARCH 2015

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 3-6, 2015

Specialized Transportation Symposium
Atlanta Marriott Marquis, Atlanta, Ga.

"The Specialized Carriers and Rigging Association (SC&RA) is an international trade association of more than 1,300 members from 46 nations."

<http://www.scranet.org/meetings>

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 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.buildixedmonton.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>

March 26-28, 2015

Mid-America Trucking Show

Kentucky Expo Center, Louisville, Ky.

"Attendees are provided with an opportunity to efficiently research the latest products and services for their business."

<http://www.truckingshow.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/>

April 21-23, 2015

20th North Sea Offshore Crane and Lifting Conference

Stavanger Forum, Stavanger, Norway

"In a global perspective the most important meeting place for the offshore lifting and material handling industry."

<http://www.liftingoffshore.com>

April 29-30, 2015

Intex Expo 2015

Long Beach Convention Center, Long Beach, Calif.

"An opportunity to present your product or service to the most influential wall and ceiling professionals in the nation."

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

MAY 2015

May 5-7, 2015

Web Sling & Tie Down Association Annual Meeting

Marriott Pinnacle Downtown, Vancouver, B.C.

"These meetings provide information and discussion on the issues important to the web sling and tie down industry."

<http://www.wstda.com/meetings/>

CALENDAR OF EVENTS

May 13-14, 2015

Vertikal Days Haydock Park

Newton-Le-Willows, Merseyside, U.K.

"If you are a rental company, fleet owner, user or lifting professional Vertikal Days will give you an unobstructed view of the lifting industry's latest products."

<http://www.vertikaldays.net/>

May 18-20, 2015

National Electrical Contractors

Safety Professionals Conference

Pointe Hilton Squaw Peak, Phoenix, Ariz.

"Safety, risk, human resources, project management and supervisory personnel will greatly benefit from attending the conference."

<http://www.necasafetyconference.com>

May 18-21, 2015

AWEA Wind Power Conference & Exhibition

Orange County Convention Center, Orlando, Fla.

"The best place to see what's currently happening across the wind industry."

<http://www.windpowerexpo.org/>

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/>

June 11-14, 2015

South Carolina Trucking Association Annual Conference

Marriott Grande Dunes Resort, Myrtle Beach, S.C.

"This is the 'must-attend' event for truck fleet and sales executives, and anyone interested in public and industry policy, networking and personal development."

<http://www.sctrucking.org/>

June 11-14, 2015

Mississippi Trucking Association Annual Conference

Sandestin Beach Hilton, Destin, Fla.

<http://www.mstrucking.org/>

June 16-17, 2015

Lift & Move USA

Chicago Marriott Midway, Chicago, Ill.

"A new event to promote careers in the U.S. crane, rigging, and specialized transportation industries."

<http://www.liftandmoveusa.com>

June 17-18, 2015

Atlantic Canada Petroleum Show

Mile One Centre, St. John's, Nfld.

"Over 160 exhibiting companies and 2,000 attendees come together."

<http://atlanticcanadapetroleumshow.com>

June 21-23, 2015

Georgia Motor Trucking Association Annual Conference

Ritz-Carlton, Amelia Island, Amelia Island, Fla.

<http://gmta.site-ym.com>

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