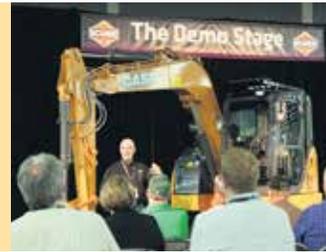


SPEC MY TRUCK

Check out Ryan Jensen's rig. Page 14.

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Service Truck

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Volume 2 Issue 5

SEPTEMBER/OCTOBER 2015 \$8.00

EQUIPMENT

The Reel Deal

Representatives of hose reel manufacturers offer their insights on choosing the right reels for mobile service applications



John Lozon, a service mechanic with Laramie Equipment Company in Detroit, occasionally customizes his truck's hose-reel mounting for a specific job. Photo by Melissa Walsh

MELISSA WALSH

For every type of job in the field requiring heavy-duty equipment, there's a mechanic and his truck fulfilling maintenance needs and making repairs to the crane, dump truck, or excavator. And just as no two service bays are exactly alike, no two fielded service trucks are exactly alike. The mechanic personalizes his service assets, whether stationary or mobile, to his taste and utility. Selecting the right hose-reel assemblies is part of customizing the mobile service bay.

Off-the-shelf customization

Heavy-duty equipment service companies and technicians prepare their service trucks for each job. The type and amount of fluid or air specified determine the hoses, and the hoses determine the reels. Though specifications vary job-to-job, hose-

.....continued on page 10

PROFILE

Textron Aviation MSUs keep airplanes aloft

Fleet provides onsite technical expertise and support for customers across the globe

LEAH GROUT GARRIS

Through its Beechcraft, Cessna, and Hawker aircraft, Textron Aviation has been reinventing the way people fly for more than 85 years, designing aircraft that range from business jets to single-engine planes.

The company has 21 service centers around the world to support a fleet of more than 9,000 business jets and turboprops, but it's not always possible for them to be brought in for service. And that's where the company's mobile service units — a.k.a. MSUs — enter the picture. Offering on-the-go aircraft maintenance, the fleet of more than 40 MSUs can perform



Textron Aviation's mobile service trucks vary in size and capability to meet the vastly different needs of its aircraft.

.....continued on page 13

EQUIPMENT

Rays of hope for solar use on service trucks

So far, solar powers mainly small tools but its capabilities are steadily improving

SAUL CHERNOS

Solar isn't anywhere near the boiling point yet. But if you want to save on diesel while you keep your truck battery charged and run basic power tools and laptop computers, it's becoming an option.

Solar panels are a common sight in farmers' fields and atop barns and houses. Small solar systems power parking meters and illuminated road signs. And if you look carefully enough you can sometimes spot panels on trucks.

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Eric Starling, mobile sales rep for Go Power!, promotes the use of solar panels as auxiliary power for service trucks at the Work Truck Show this March in Indianapolis. Photo by Keith Norbury

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NEWS

Chassis makers ready to reveal

Thirteen chassis manufacturers will present their latest offerings in mid September in suburban Detroit.

The occasion is the annual Truck Product Conference of the National Truck Equipment Association.

The conference takes place Sept. 15-17 at the Royal Dearborn Hotel & Convention Center in Dearborn, Mich., about 12 miles northeast of Detroit Metropolitan Wayne County Airport.



Attendees take measurements at the 2014 NTEA Truck Product Conference.

"NTEA's Truck Product Conference provides a unique opportunity to evaluate new commercial chassis and gain perspective on how to adjust upfitting and vehicle configurations to capitalize on model year changes," NTEA executive director Steve Carey said in a recent news release.

Participating chassis manufacturers include the following:

- Chevrolet and GMC Commercial Truck
- Ford Commercial Vehicles
- Freightliner Custom Chassis Corporation
- Freightliner Trucks
- Hino Trucks
- International Truck
- Isuzu Commercial Truck of America, Inc.
- Kenworth Truck Company
- Mitsubishi Fuso Truck of America Inc.
- Peterbilt Motors Company
- Ram Commercial
- Toyota Motor Sales USA Inc.
- Western Star Trucks

To register for the conference or to learn more about it, visit www.ntea.com/truckproductconference.



Modumetal has developed a nanolaminated alloy that is said to be eight times more corrosion-resistant than other metals.

Nano alloy gets funding boost

Seattle-based Modumetal has just raised \$35 million to finance its efforts to develop a new class of corrosion-resistant nanolaminated metals and materials, according to news reports.

Paypal co-founder Peter Thiel's Founders Fund led the financing round, according to a Security and Exchange Commission filing, the *Seattle Times* reported Aug. 25. Participants in the funding included oil companies ConocoPhillips, BP Ventures, and Chevron Technology Venture.

That's significant because the oil and gas sector, which often operates in highly corrosive environments, is the first market to adopt the technology, said an Aug. 25 news release from Modumetal.

"Modumetal is the next evolution in metal alloys, disrupting a long stagnant industry and enabling a host of new applications," the release quoted Aaron VanDe-vender, chief scientist at Founders Fund and Modumetal board member.

Modumetal employs nano-layering technology to create metals and materials "that are stronger and lighter, more corrosion resistant and durable than conventional steels and alloys," the release added. "The company's manufacturing process of nanolaminated metals - think metallic plywood with really thin layers - is also a breakthrough, able to deliver materials at a cost that is competitive with conventional alloys."

Modumetal bolts and nuts last eight times as long as other metals at a comparable price, company CEO Christina Lomasney told the *Times*.



Contest prizes dirty boots

Utility workers were given a chance to win a new pair of boots in a competition this summer leading up to the biennial Demo Expo this fall in Kentucky.

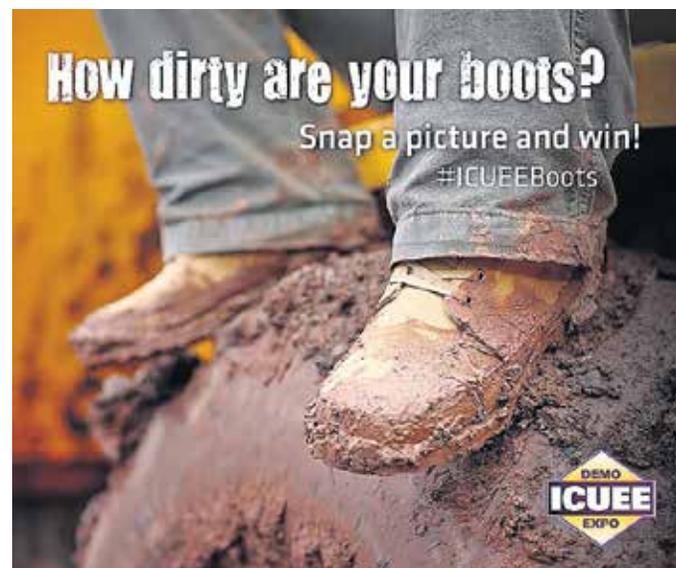
The International Construction and Utility Equipment Exposition, as the Demo Expo is officially known, called upon utility workers to submit photos of their "worked in" and dirty boots in the hopes of winning a \$200 gift card to buy new boots of their own choice.

The deadline for the contest was Aug. 28, just as this edition was going to press.

The winners were scheduled to be announced Sept. 8.

"Our goal is to showcase the important work utilities and utility contractors do every day for our communities," ICUEE marketing manager Steve Suhm said in a news release announcing the contest.

The Demo Expo itself takes place Sept. 29-Oct. 1 in Louisville.



Demo Expo contest dug up dirt.

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NEWS

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Above: Frank Magee discovered a cat had stowed away in his service truck. The cat's paw can be seen stuck out of the compartment (left). The cat was taken to an SPCA shelter.

Cat stows away in truck compartment

A cat that stowed away in a service truck in the Canadian province of New Brunswick survived a drive around town this August and ended up safe and sound at an animal shelter.

But not before giving mechanic Frank Magee a fright, a local newspaper reported.

Magee, of Frank's Mobile Repair in Saint John, initially thought the cat was dead when he discovered a pair of cat paws poking out from a toolbox bolted to underside of the six-tonne truck, the *Saint John Telegraph-Journal* reported Aug. 18.

Magee had a job to finish at an industrial park. So he decided to deal with the cat later. But when he

touched the paws again, they retreated.

"It scared me for second," Magee told the paper about half an hour after dropping the cat off at an SPCA shelter.

He had tried to get the cat out but there wasn't enough space for him to reach the animal. So he drove slowly to the shelter where a smaller shelter worker was able to crawl under the truck and complete the rescue, the paper reported.

A shelter manager confirmed to the paper that the shelter had taken the cat in on the morning of Aug. 17.



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DEMO EXPO

Educational opportunities abound at Kentucky expo

International Construction & Utility Equipment Exposition, a.k.a. The Demo Expo, encompasses about 25 acres at the Kentucky Exposition Center in Louisville.

More than 60 education sessions led by industry experts are among the highlights of the 2015 Demo Expo in Kentucky this fall.

Many of those sessions have themes with a strong safety component, including two keynote breakfast speeches that kick off the trade show's opening day, Sept. 28.

The Demo Expo, officially called the International Construction & Utility Equipment Exposition, continues until Oct. 1. It all takes place over more than a million square feet at the Kentucky Exposition Center in Louisville.

"Safety has been one of the topics featured at past shows as well," said an email message from Patricia Monroe, public relations manager for the Association of Equipment Managers, which owns and operates the Demo Expo. "Education covers best practices focused on the latest industry technological, operational, safety and regulatory issues and trends."

The show is aimed at utility contractors and professionals in such industries as water and waste water, natural gas, and telecommunications. However, among its approximately 850 exhibitors are dozens of manufacturers and distributors of service/mechanics trucks and related accessories.

Likewise many of the Demo Expos' education sessions would be of interest to anyone involved with or interested in heavy equipment. That would include the two opening keynotes — Winning at Safety: How Your People Make a Difference, presented from 7:30 to 8:50 a.m. by Mike "Coach" Allen, co-founder of the RAD Group; and Applying a Culture of Safety to Your Fleet Operations, presented from 8 to 9 a.m. by Ken Sheridan, director of safety and technical training with Louisville Gas & Electric and Kentucky Utilities.



Educational sessions will again be a highlight of the biennial Demo Expo in Louisville, Ky.

Sessions focus on safety

Other safety-related sessions in the lineup include the following:

- The Benefits of Teamwork Among Safety Professionals, 9-10:30 a.m., Sept. 28, by Joe Saccaro, senior safety specialist with American Transmission Co.;
- The Cost of Ergonomics, 9-10:30 a.m., Sept. 28, by Raffi Elchemmas, tool ergonomist with Greenlee Textron;
- Identifying Triggers and Preventing Events, 11 a.m.-noon, Sept. 28, by Rey Gonzalez, president of HOPE Consulting LLC;
- Following the Path Paved with Good Intentions, 1:30-2:30 p.m., Sept. 28, by Kelly Sparrow, principal consultant with Ambient Safety;
- Diagnosing Our Safety Vision, 1:30-2:30 p.m., Sept. 28, by Jerry Lemm, safety and training manager with ESCI;
- Safety and Training for the Next Generation, 8:30-9:30 a.m., Sept. 29;
- Three Steps to Shift Your Safety Culture, 10-11 a.m., Sept. 29, by Phillip Regain, director of research and



development with the RAD Group;

- Safety Choices We Make Every Day, 8:30-9:30 a.m., Sept. 30, by Rick Tobey, owner of Tobey Safety Training;
- Creating a Culture of Safety, 10-11 a.m., Sept. 30, by Common Ground Alliance.

Wide range of topics also covered

Other education sessions focus on such topical matters as telematics, green fleet technologies, idle reduction, mobile equipment regulations and standards, fleet right sizing, and supervisory skills. Some examples of those sessions include the following:

- The Business Case for Telematics in Utility Fleets, 10:30-11:30 a.m., Sept. 28, by GPS Insight;
- Fleet Rightsizing Strategies for Utilities, 10:30-11:30 a.m., Sept. 29, by Paul Lauria, CEO of Mercury Associates;
- Basic Rigging Fundamentals, 8:30-9:30 a.m., Sept. 30, by Brian S. Hope, vice-president of Crane U;
- Utility Construction Economic Outlook, 10:30-11:15 a.m., Sept. 30, by Ken Simonson, chief economist of AGC;
- Managing a Multi-Generational Workforce, 2-3 p.m., Sept. 30, by Associated General Contractors.

Expo features demonstrations

As its name implies, the Demo Expo also features many equipment demonstrations, outdoors as well as indoors at the Demo Stage, sponsored by Benjamin Media.

Among the Demo Stage events will be a demonstration of a practical crane operator certification exam from the National Commission for the Certification of Crane Operators. It takes place Sept. 30, from 1 to 1:15 p.m.

For a hands-on experience, attendees can try out the ICUEE two-mile Ride & Drive test track to evaluate trucks, truck engines, and components.

To prepare for the expo, Monroe advises attendees to use the show planner feature on the Demo Expo website. That way, they can "assemble a list of must-see exhibits and education and schedule appointments." She also encourages use of the mobile app, which has a new "Demo Derby" interactive game in which participants can earn chances to win prizes.

New transportation options at the show include golf cart taxis, Demo Express shuttles, and improved intra-show shuttles. A new outdoor "Fuel Stop" in the exhibition's Area Q has wi-fi, charging stations, show information, and beverages.

Those wishing to attend can register online or at the show itself, Monroe said.

Much more information is available on the Demo Expo website, www.icuee.com.



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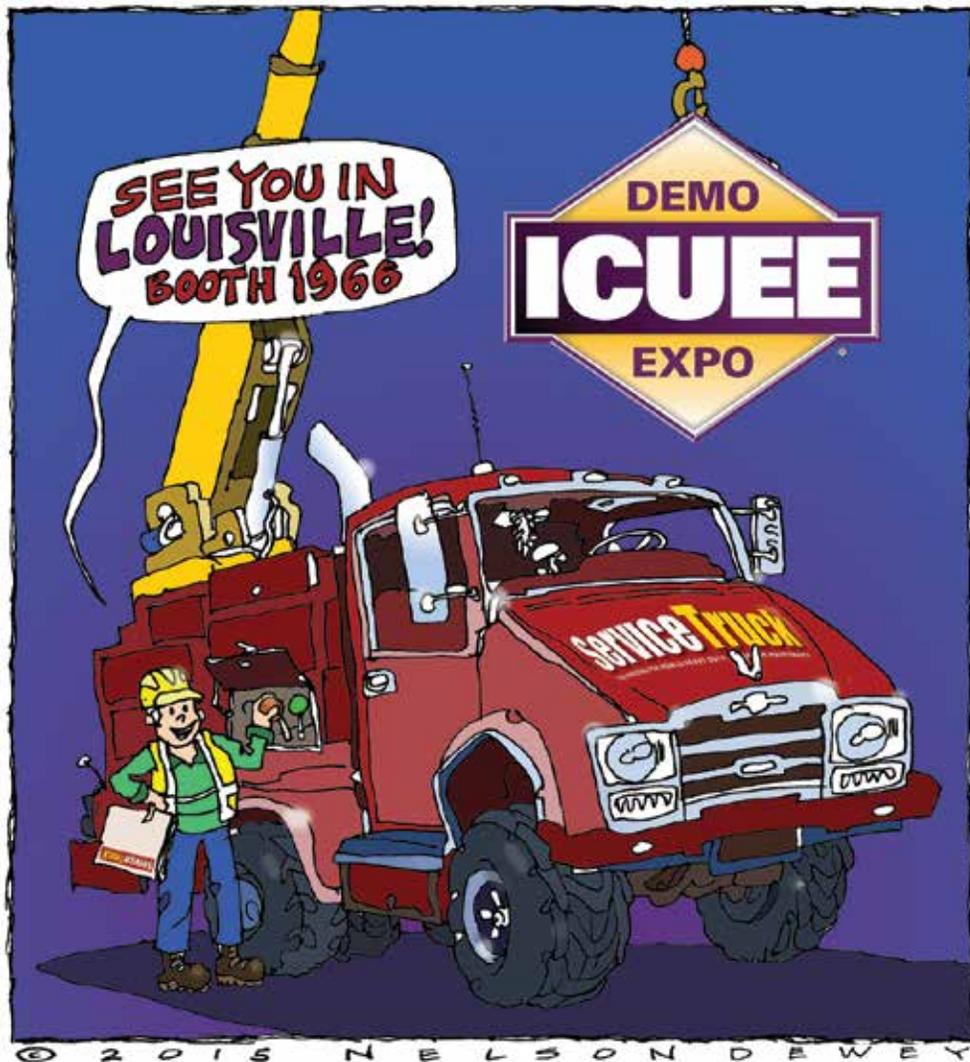
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Letters: Please limit your letters to 250 words. Include your full name, the city or town you live in, and a contact phone number. We do not publish anonymous letters or letters written under pseudonyms.

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

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

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

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

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

All submissions are subject to editing and publication cannot be guaranteed. The deadline for our next issue of *Service Truck Magazine* is Oct. 12, 2015. Sooner is always better than later.

EDITORIAL

How to get the most out of a trade show

Atending a trade show is an excellent way to make business connections that might otherwise take, well, forever.

Exhibiting at a trade show can prove even more fruitful. Having a booth gives a company a place to demonstrate to customers, suppliers, and industry fans alike what it has to offer.

It's for those reasons that we at *Service Truck Magazine* are excited about the upcoming International Construction and Utility Equipment Exposition, a.k.a. Demo Expo, in Louisville, Ky., taking place Sept. 29 to Oct. 1. It will be first time the magazine, still in its infancy, will have a booth at a trade show. (Be sure to visit us at booth #1966, next to the AFL booth and just around the corner from the food court.)

Not that sales manager Nick Moss or editor Keith Norbury are any strangers to trade exhibitions. Both attended the Work Truck Show in Indianapolis this March and the massive ConExpo-Con/Agg trade show in Las Vegas in 2014 — among other trade events in recent years.

What they (we) have learned more than anything else is that a trade show provides ample opportunities for the face-to-face contact that remains, even in this electronic age, so key to fostering successful business relationships. Sure, the telephone, email, and Skype can put you in touch instantly with customers anywhere in the world. But you cannot shake hands over the Internet (yet) and you certainly can't get together for a drink, such as sampling the fine bourbon that will be featured on the final day of the Demo Expo.

Now, it's possible to have too much of a good thing. And a trade show can easily feel overwhelming. More than 100,000 people attend ConExpo every three years. The Demo Expo typically draws about 17,000, which is still a very big number. So the most important thing any trade show visitor or exhibitor can do is to pace yourself.

It's easier to do that with a little bit of planning before the show.

Fortunately, the Demo Expo organizers have posted on the show website five easy tips to help attendees prepare for the show.

Step 1: Register by visiting ICUEE.com.

Step 2: Sign up for some of the more than 60 education sessions.

Step 3: "Demo" the equipment, such as by trying the Ride & Drive test track or checking out the Demo Stage.

Step 5: Map your show.

Step 4: Download the show app to your mobile device to keep track of your show schedule.

Basically, the more planning you do before even arriving at the show, the more you will be able to get out of it. That includes using the website's online exhibitor directory to create a personalized itinerary. Also check out the New Products and Technologies preview section to find out about innovations that exhibitors are bringing to the show.

Poring over the listings on the show website will enable you to identify the exhibitions and sessions that you really don't want to miss. Should you leave that exercise until after you arrive at the show, then you run the risk of being overly distracted. Not that a little distraction isn't wonderful in its own right. Setting aside a few moments just to wander around the show and let it wash over you can also produce unexpected and happy results.

Just don't leave too much to chance.

And make sure that you also give yourself a bit of time to decompress. To that end, show organizers have set aside a "Fuel Stop" in Area Q, where weary show goers can recharge their devices and themselves as well as connect with wifi.

The opportunities to network abound. Oftentimes, though, a softer approach works better than an aggressive one. Avoid spending too much time buttonholing an exhibitor, for example, especially if a prospective client is waiting with a question.

And rather than relentlessly talk shop, just try having a conversation, about sports or entertainment, or share a laugh. That can lead to a meeting outside the show venue, where you explore future business prospects away from the hustle and bustle of the exhibition floor.

Above all, don't be afraid to ask questions and break the ice. People come to trade shows to learn.

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About our cartoonist

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

In the 1960s, '70s and '80s, Dewey was a frequent contributor to those comics, particularly *CARtoons*. He also drew for *Hot Rod Cartoons*, *CYCLEtoons*, *SURFtoons* and *SKItoons*. 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.

We're ready for the Demo Expo

Representatives of *Service Truck Magazine* are heading to the Blue Grass State this fall for the biennial Demo Expo in Louisville.

Sales manager Nick Moss and editor Keith Norbury will staff booth 1966 at the trade show, officially known as The International Construction and Utility Equipment Exposition.

"This will be my first time representing *Service Truck Magazine* at the ICUEE Demo Expo and it should be a great show based on what many clients have told me," Moss said. "ICUEE is well-attended and has a different vibe to it than a number the other shows. By all accounts, this is a practical show with many hands-on demonstrations and seminars."

Service Truck Magazine's booth is right

beside the AFL booth and just around the corner from the food court. Moss and Norbury invite you to drop by to say hello, arrange a subscription, discuss advertising opportunities, or talk about story ideas for the magazine.



Nick Moss

The Demo Expo takes place Sept. 29 to Oct. 1 at the Kentucky Exposition Center.

Among the more than 850 exhibitors are major service body makers such as The Knapheide Manufacturing Company, Maintainer Corporation of Iowa Inc., Venco Venturo Industries LLC, Iowa Mold Tooling Company Inc., Brand FX Body Company, Dakota Bodies Inc., Stahl, Taylor Pump & Lift Inc., Reading Truck Body LLC, Caseco Truck Body, Palfinger North America Group, Stellar Industries Inc., and the Feterl division of Teamco Inc.

Show exhibitors also include accessory manufacturers VMAC air compressors, Vanair Manufacturing Inc., CTech Manufacturing, Boss Industries LLC, Coxreels, Hannay Reels Inc., Reelcraft Industries Inc., EZ Trac, Ramsey Industries, Miller Electric Mfg. Co., Parker Hannifin Corporation, Muncie Power Products, Sullivan-Palatek Inc., Del Hydraulics Inc., and Liftmoore Inc.

The 2013 show drew a crowd of 17,399, according to *Trade Show Executive* magazine, which honored The Demo Expo with a Gold 100 Award for Largest Biennial Show. That show featured 1.17 million square feet of exhibition space.

This year's version surpassed one million square feet of exhibition space sales in record time, according to a recent news release from the Demo Expo. The show is again expected to attract 17,000 attendees, said Patricia Monroe, public relations manager for the Association



More than 17,000 people attended the 2013 Demo Expo.

of Equipment Manufacturers.

The AEM owns and organizes the Demo Expo as well as other trade exhibitions, including the triennial ConExpo-Con/Agg extravaganza in Las Vegas.

Among the new highlights of this year's Demo Expo will be a free bourbon tasting session on Oct. 1. It features the likes of Maker's Mark, Buffalo Trace, Alltech, and Angel's Envy. That same day, the show will hold an Auction to Benefit Veterans with the benefits going to the Call of Duty Endowment.

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NEWS

Welding demos at SEMA Show

Miller Electric Mfg. Co. will offer live welding demonstrations at the SEMA Show in Las Vegas this November.

At the show, taking place Nov. 3-6, visitors can try Miller's latest MIG, TIG and metal cutting products as well as the company's trade-marked Arc Armour welding protection, says a new item on the Miller website.

Miller representatives will also answer general and technical questions during scheduled seminars at the company's booth, #24113 in the exhibition's Racing & Performance Pavilion.

The 20-minute solutions-based seminars are scheduled for 10 a.m. and 3 p.m. Nov. 4 and 5.

The SEMA Show takes place at the Las Vegas Convention Center.

The Specialty Equipment Market Association runs the show, which is an industry-only event not open to the general public. However, those ineligible to attend SEMA can buy tickets to SEMA Ignited, a Friday night event held after the show closes.

Miller is headquartered in Appleton, Wisc.

For more information, visit www.millerwelds.com.



SEMA Show returns to Las Vegas, Nov. 3-6.

Manufacturers conference convenes in rural Quebec

The Canadian Transportation Equipment Association is holding its 52nd annual Manufacturers Conference in late October in a small Quebec town on the St. Lawrence River.

The conference takes place Oct. 26-28 at the Hotel Fairmont Manoir Richelieu in La Malbaie, a community of about 9,000 people around 90 miles northeast of Quebec City.

The conference opens with a reception and table-top trade fair from 5:30 to 7:30 p.m. on Oct. 26. It closes Oct. 28 with a gala banquet and meet and greet with former National Hockey League goalie Clint Malarchuk. Malarchuk is best known for having narrowly averted death when a skate slashed his throat during a 1989 NHL game.

The conference also features several educational sessions. They include the following:

- presentations by truck chassis original equipment manufacturers;
- a session on telematics and other technologies in heavy vehicles;
- new product presentations;
- a trailer manufacturing forum;
- a bus visit offsite to Simard Suspension Inc. at nearby Baie-Saint-Paul; and
- a session by Stephen Vézina and George Artem on hydraulic systems designs.

Artem, sales manager for truck hydraulic products for Parker Hannifin Canada Division, also attended the CTEA's 2014 conference held in Edmonton, which he called "very informative."

"We have a lot of good feedback from our customers and clientele that come to this conference, which is mostly all vocational truck related business," said Artem, who was at the show promoting Parker's Chelsea brand of power take-offs.

The Edmonton conference drew about 190 participants, CTEA executive director Don Moore estimated at the time. That was slightly fewer than the crowd at the association's 50th anniversary event the previous year in Toronto.

La Malbaie is situated in Quebec's pastoral Charlevoix region.

For more information on the conference, visit the CTEA website, <http://www.ctea.ca>.



Christa Cowell, marketing and communications coordinator with the CTEA, and Don Moore, CTEA executive director, will welcome attendees to the association's annual conference.



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COVER

The Reel Deal *continued from cover*

reel manufacturers mainly supply their customers with off-the-shelf reels. Reel manufacturers like Hannay, Coxreels, and Reelcraft offer programs to customize reels. However, it is rare that the consumer does not find the right reel in the diverse listings of manufacturer catalogues.

"We help whoever it is that has a hose," said Rex Larkin, vice-president of sales and marketing with Reelcraft Industries Inc. "We make it easy for them to get the hose to where they want to use it and get it back on the reel."

John Lozon, a service mechanic with Laramie Equipment Company in Detroit, Mich., mainly services crawler cranes. For many jobs, the reels he uses for hydraulics are on the cranes themselves. Unlike the reels on the trucks that have a latching mechanism, crane boom reels do not lock the hose in place. The hose moves out and back with the boom.

"Mainly what we use hose reels for on our service trucks is air, to run our air-driven tools," Lozon said.

Lozon has reels mounted to the exterior of his truck and in compartments. Though the job dictates how a truck is configured for handling hoses, Lozon said that he occasionally customizes his truck's hose-reel mounting for a specific job.

"For instance, with Michcon, we ended up tapping into their hydraulic system with two hose reels so they could do gas taps," Lozon said. "We had them mounted one on each side of the truck."

Hose-reel manufacturers partner with service truck manufacturers and specialty distributors to supply hose reels based on the fluid type (or air), pressure and length specified. Service-truck hose reels typically handle shorter lengths, from about 25 to 100 feet, moved out and in via a spring-rewind application. Hand-crank or motorized reels operate hoses longer than 100 feet. Application prescribes length, and diameter is specified by how much fluid or air

is moved through the hose at a given pressure. These factors determine the reel a truck designer chooses.

John Affatati, national channel manager with Coxreels, explained that swivel joints and seals might be specified, since PSI requirements are getting higher. He said that a dispensing hose will be a flexible hose with a thinner wall and "with significantly less reinforcements than what is needed for vacuum applications." Evacuation application hoses, which are heavier, require reels with more spring pressure to rewind.

"There are few customized reels needed for truck-based applications since so many standard reels exist that will cover the applications needed," Affatati said.

"There are few customized reels needed for truck-based applications since so many standard reels exist that will cover the applications needed."

~ John Affatati, Coxreels

He explained that Coxreels offers a 1600 series reel — a symmetrically designed system that allows the truck designer to order the accessories needed without the need to order a customized reel. Coxreels' EZ-Coil option adds a controlled retraction spring rewind cord, cable or hose reel. According to Affati, EZ-Coil is the only safety reel on the market.



Reelcraft's SD10000 series low profile hose reels, such as the SD14035 (above left), are "ideal for mounting in truck cabinets or other areas where space is limited," the company says. The new compact dual pedestal Series DP5000, such as the DP5800 (above right), features an innovative, non-welded, interlocking base, according to the company website.

Mounting options

Whether a hose reel is mounted as an OEM standardized fixture, or fitted up as an aftermarket option by a specialty distributor, reel mountings come and go as determined by the service mechanic. He or she chooses an exterior or interior mounting of a swivel-bracket or single- or dual-pedestal mounting. Reel manufacturers learned long ago that reel applications for service trucks must be ruggedized and weather-resistant and that they need to offer them in various heights and guide-arm positions for the many mounting needs of service trucks and their limited space inside and outside the truck. If a reel is designed for interior installation, it's probably a cord reel.

For the service-truck market, hose-reel manufacturers know that mounting type isn't as much of a differentiating factor as the amount of space the reel consumes. Service-truck compartments have restrictive spaces in height and width. Reel manufacturers have done well in providing reels that fit into those spaces and remain durable for the heavy-duty needs of the job.

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Eric Hannay, president of Hannay Reels Inc., tends the company's booth at the Work Truck Show this March in Indianapolis.

Photo by Keith Norbury

compact designs for space needs and will work with end-users and OEMs to customize designs.

Maintenance-free design

As mobile mechanics maintain heavy equipment in the field, they need not worry about maintaining their hose reels. Typically hose reels will last for the life of the truck.

"They're fairly maintenance free," said Larkin.

Unlike the heavy equipment applications serviced, there are no prescribed checks and services for hose reels. As long as the installer and end-user follow manufacturer specifications for mounting and use, today's hose reels are trouble-free. As far as ever having to replace them, Lozon said that it "varies with what type of reel you're using and if it was meant to be outside."

"You'll see people who mount their own reels," Lozon said. "It's supposed to be an inside reel and they mount it outside, and they end up having problems."

Reelcraft does not prescribe preventative maintenance checks and services. The reels don't even require any lubrication.

"Once they're installed for service, they're permanently lubricated for life," Martin said.

Today's reels have sealed gaskets or O-ring seals to protect the drive spring and to keep lubricant in and contamination out. There are special salt-water applications, as well. Affatati explained that the truck designer or end-user selects the reel location for the application. Manufacturers therefore design nearly their entire catalogue of reels to be all-weather. He said that Coxreels uses a proprietary powder-coat system to prevent chipping, and its exclusive "spring can" protects springs from dirt and debris. Martin said that the standard for all Reelcraft products is a "baked-on, cover-coated finish" that is corrosion-resistant for outdoor use.

Designed to be all-weather, most hose-reel assemblies can withstand extreme cold and extreme heat. Because climate affects the fluids and the hoses, weather conditions could determine the type of hose required, which may drive a need for a different type of reel, such as motorized instead of spring rewind. Manufacturers put hose reels through extreme testing to ensure they're ruggedized. Affatati explained that Coxreels testing concluded that UV deterioration is a contributor to shorter hose life. To eliminate a need for chains, which will freeze or rust, Coxreels designs reel applications with a ring-gear direct drive. With today's designs, moisture and dirt deteriorating a reel's spring is not an issue in testing or out in the field.

When asked if hose reels are components of his truck's tool and equipment set that he thinks about replacing, Lozon said, "It's like everything else; after it gets old you'll have some problems, but as a rule, no."

Melissa Walsh is a freelance writer based in Rochester, Mich.

"We sell a lot of reels to the various service-truck builders," said Larkin. Though most of what Reelcraft provides to the OEM is standard off-the-shelf, the company does design special reels for service-truck manufacturing. Usually this customization is due to compartment-space needs.

Overall, as explained by Bill Martin of Reelcraft, hose reels are "fairly stable and don't change much." What's relatively newer in Reelcraft's catalogue are additional low-profile reels for service trucks. As with their other reels, Reelcraft's low-profile reels are heavy-duty and some are double-pedestal, supporting both sides, or single pedestal.

"They work exceptionally well, and there's nothing wrong with (the single pedestal) design," said Martin. "But there are some customers that feel that the double-pedestal reels are superior; so we came up with those that are low profile."

Hannay Reels, which has been making OEM and aftermarket hose reels in the U.S. since 1933, also offers a diverse listing of hose reels built for heavy-duty applications. Their differentiating design includes a dual bearing and dual-frame support that come standard for all models. Like Reelcraft and Coxreels, Hannay offers



John Affatati, national channel manager for Coxreels, explains the benefits of the company's EZ-Coil system to (from left) Ray, Aaron, and Jesse Ellis of Ellis Farms Inc. of Millsboro, Del., at the Coxreels booth at ConExpo 2014.

File photo

Below left: The Coxreels P-W Series welding hose reel, on display at ConExpo in 2014, manages bulky twin line welding hose. The SP Series spring-driven hose reels (below right) are built to handle large hose diameters.



"We help whoever it is that has a hose. We make it easy for them to get the hose to where they want to use it and get it back on the reel."

~ Rex Larkin, Reelcraft Industries Inc.

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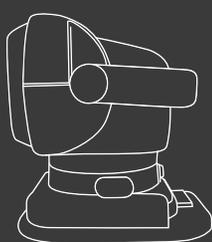
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SPOTLIGHT

New mobile power line promises greater flexibility

A new flexible product line from mobile power products maker Vanair Manufacturing Inc. "consists of modular builds of air compressors, generators and hydraulics capable of meeting the exact needs of our customers," the company said in introducing its PowerFlex family earlier this year.

The PowerFlex line evolved from Vanair's Air N Arc products, company vice-president Dean Stratham said during a presentation at the Work Truck Show in Indianapolis this March.

"One of the things that we've learned over the course of the last several years is that this all encompassing product doesn't fit the needs of everyone," said Stratham, Vanair's vice-president of Abovedecks sales.

The result was PowerFlex, which enables a customer "the ability to choose air, electricity, (or) hydraulic output," Stratham said.

Many customers revealed that they wanted certain features of the Air N Arc products, but not all of them, he said. For example, many didn't need the welder.

"And rather than force them to pay for something that they didn't need, we said, 'Tell us what your needs are,'" Stratham said.

The PowerFlex family consists of the following:

- the diesel-engine-driven HPU, or hydraulic power unit;
- AE, or air compressor and generator;
- AH, which stands for air compressor and hydraulics; and
- AEH, for air compressor, generator, and hydraulic capabilities.



The AEH version of PowerFlex has air compressor, generator, and hydraulic capabilities.

The HPU provides hydraulic power with the truck engine off, the news release said. The HPU also enables the operator to activate a variable hydraulic displacement pump that provides up to 13 gallons per minute for aerial devices and hydraulic cranes. And the HPU has 250 amps of DC charging capabilities to power strobe lights, rotating beacons, auxiliary work lights, communication equipment and other auxiliary needs.

"Also with the 250 amps of power that's in that unit, you're able to run some inverters, if you need that 120- or 240-volt power," Stratham said. "Additionally, there's been some interest in climate control for the cab. There are some 12-volt

climate control solutions that are out there and this provides enough power to be able to do some of that as well."

The AE, AH, and AEH are all equipped with an air compressor providing up to 40 cubic feet per minute at 150 pounds per square inch.

AE comes with a 6,800 kilowatt AC generator, while the AH has an integrated hydraulic tank providing 13 gpm at 3000 psig.

The AEH has all three — an air compressor, generator, and hydraulics.

Having hydraulic output in three of the models was largely because of customer demand and the new tier 4 emissions regulations of the Environmental Protection Agency, "and the idling of the chassis on the job site," Stratham said.

"We know that if you get a chassis on the job site that's idling, you miss your regen cycle, you plug up the diesel particulate filter, and it's causing issues for the operators — downtime on the truck. The first time they had to put it on a hook, get towed in, (that's) a \$2,000 bill. So it's increased cost, increased wear and tear on the chassis, and down time on the job."

The hydraulic function allows the operator to turn off the truck "and what they would have done in the past with a PTO in the pump we're now doing with an auxiliary engine," Stratham said.

At present the PowerFlex products are all diesel driven. However, Stratham said the opportunity exists that very soon Vanair will offer some products with gasoline engines and even compressed natural gas and propane engines as well.

Vanair is headquartered in Michigan City, Ind., about 60 miles east of Chicago. For more information, visit www.vanair.com.



Dean Stratham, vice-president of Abovedecks sales at Vanair Manufacturing Inc., discusses the company's new PowerFlex products at the Work Truck Show in Indianapolis this March.

Photo by Keith Norbury



COVER

Textron Aviation MSUs keep airplanes aloft

continued from cover

nearly any task in the field that can be completed in a service center, from scheduled maintenance and repair to engine overhauls and troubleshooting. The fleet provides onsite technical expertise and support for Textron Aviation customers across the globe.

"We've added anywhere from seven to 10 trucks to the fleet for each of the last three years in a row, and we're going to do it again this year," says Tony Balestracci, Textron Aviation's vice president of global customer service. The MSUs are stocked with all the equipment required for scheduled and unscheduled service.

Textron Aviation's mobile service trucks vary in size and capability to meet the vastly different needs of its aircraft.

"From large 29,000-pound MSUs with hoists to hang engines to smaller 10,000-pound trucks used to carry jacks for all different types of aircraft, we bring the service center capability directly to the operator," Balestracci says.

The fleet's smaller vehicles are more nimble, and help mechanics get as close as possible to wherever they're needed (for example, the smaller trucks allow operators to better maneuver through big cities like Los Angeles). In Europe, the company uses vans with ramps to help navigate the narrower streets.

To make sure the MSU team has the trucks and accessories needed to conduct service calls as efficiently as possible, technicians and tooling coordinators are asked to weigh in on service truck needs and equipment.

"We've identified the equipment we don't use as often on a truck to minimize weight, and we modified the ability to load jacks into the bed of a smaller truck so one driver could do it by himself," Balestracci says. "Then we sat down with a truck manufacturer, and they helped us design the back end of the truck."

The newer MSUs in the fleet are just over two years old, with a different configuration than some of the older vehicles. Ergonomics and ease of use were big points of consideration when designing the new MSUs.

Beyond service centers

Thirty of Textron Aviation's MSUs have home bases that are strategically located across the globe versus at a service center. This helps the company prepare for the general aviation population at particular airports.

"Owner-operators love this concept of an MSU truck being at their facility or in the field because they know the airplane doesn't have to be repositioned for maintenance," explains Mark Daniels, lead mechanic for mobile service at Textron Aviation.

This year, the company also added trucks to its network based on customer feedback regarding where they wanted the MSUs to be placed. "I compare it to having a mechanic sitting in your garage waiting for your vehicle to break," says Balestracci. In fact, because of the level of service Textron Aviation provides with its MSUs, some customers prefer to use only the mobile service units instead of going to a service facility.

"We've added anywhere from seven to 10 trucks to the fleet for each of the last three years in a row, and we're going to do it again this year."

**— Tony Balestracci,
vice-president, Textron Aviation**

That the fleet is geographically dispersed means training and education can be a challenge. But Textron Aviation's fleet operators and mechanics connect regularly to discuss issues, and also have a leader at their home base who can help with scheduling, coordinating, and troubleshooting. Even though the fleet is spread out, the company's mechanics don't have to troubleshoot every event alone, Balestracci says.

Treating customers right

"As a mechanic, when you're onsite with the customer or the customer's pilots, you're the face of Textron Aviation," Daniels explains. With 17 years of experience working for the MSU fleet, Daniels has learned that making customer visits as positive as possible is part of the job.

"You're performing everything right in front of the customer, and he's watching your every move," Daniels says. "You're there with him from start to finish, sometimes even eating meals together. When the customer sees that you're trying to make the visit a positive and memorable experience, you will tie him back to the service center — whether it's his first visit or whether they use us all the time."

Daniels has encountered all types of service situations that require quick thinking while also keeping customers calm. "You work until the job is done, no matter how long it takes. I remember working late one night to get an aircraft up and running because it was being used for organ transport. There were two of us on the service truck; we pulled off a maintenance procedure that would usually take a day. But we worked diligently through the night to make sure they had the airplane at 7 a.m. the next morning for organ donations."

In high-stress situations like these, Daniels involves the customer as much as possible, and explains what he's doing (and why he's doing it). "If you involve them from the start and explain why you're doing certain things — and the procedures that go along with it — you make them feel like they're part of the process," Daniels says. "And that increases their trust."

This level of customer satisfaction is what's really most important to MSU team members. They gather performance feedback in a variety of ways, including through customer surveys and customer advisory panels. And not only does Textron Aviation ask for opinions on the work they've already completed, but they ask for feedback on what they're considering for the future.



Textron Aviation, whose aircrafts include Cessna and Beechcraft, has a fleet of more than 40 mobile service units.

"We continue to look at ways to get better because downtime is no one's friend," says Balestracci says. His goal is to provide the same service quality that would be provided in any facility — or in the customer's own hangar. Textron Aviation is currently working on new ways to better organize its MSUs and get them out to customers even faster.

"We strive to always make customers feel like they're the only customer we're working with that day," Daniels says. "I've always told my team that we're in it to win it for the next scheduled maintenance, and that has become our motto."

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

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BY DAN ANDERSON

Spec My Truck

One clean service truck

Doodles from two decades ago inspired truck's design

Ryan Jensen's custom-bodied service truck is not only "clean," but it cleans. When the 39-year-old farmer from Ankeny, Iowa equipped his Peterbilt-based service truck with fuel, oil and antifreeze tanks to maintain his machinery during the annual wheat harvesting run across the central U.S., he also added a 150-gallon water tank and power washer.

"When a combine blows a hydraulic hose and covers the side of a combine with oil, the wheat dust clings to it and it's a huge fire hazard," Jensen says. "With the power washer, we can rinse that mess off and keep it safe. Plus, if we have to weld or torch on something in the field, we can wet-down the wheat stubble so sparks don't start fires."

The design of Jensen's truck originated back in 1992, when he doodled sketches of service trucks in his high school notebooks. Fast-forward through a progression of smaller service trucks, until Jensen decided it was time to build the truck he'd doodled so many years before.

He started with a used 1990 379 Peterbilt, American Class, on a 252-inch wheelbase. A 3406 Cat engine powers tandem axles through an Eaton 10-speed transmission. The 500-horsepower engine exhales through chromed, eight-inch-diameter Mueller "bull-horn" exhaust stacks. Oversize "super single" tires and rims on the steering axle allow him to legally meet DOT axle loads when he fills his in-bed storage tanks with 800 gallons of fuel, 36 gallons of engine oil, 60 gallons of hydraulic oil, 35 gallons of antifreeze and 150 gallons of water. An Auto Crane 8,000-pound capacity crane handles hoisting duties.

The one-of-a-kind service body was started in Kentucky and finished in Iowa.

"There's a guy down there that builds custom bodies, and I liked the low design he had," says Jensen. "He started it and got the basic body built, but I had to finish it, hang the doors and stuff, in order to be ready for field work that year."

Instead of installing built-in tool drawers, Jensen bolted John Deere and DeeZee toolboxes into the right side compartments.

"Between the air-ride suspension and the tandem axles the truck rides smooth," he says. "The drawer rollers and slides in the toolboxes are still in great shape after eight years."

A Miller Bobcat 250 diesel-fueled welder/generator sits in the front, right compartment.



Ryan Jensen proudly poses with his wife, Christie, next to his custom-designed truck.

The service body bristles with electrical outlets. Jensen can power all the outlets with the generator, or plug an extension cord into a wall outlet to power on-board circuits when he's working near "civilization." The electrically powered John Deere power washer is plumbed to the 150-gallon water tank mounted in the center bed. Coxreel and Hannay hose reels mounted inside the right-side compartments dispense fuel, liquids and lubricants. A Puma, three-stage electric-powered air compressor nests in a right-side

cabinet and feeds an aluminum air tank, rescued from a junkyard Peterbilt, mounted out of sight beneath the work deck at the back of the truck.

"I prefer to run my air compressor and power washer off the generator, rather than use hydraulic drives from the truck," Jensen says. "I don't like to have the truck's engine running all day. Everything is mounted or stored inside the compartments. I work off the left side, so all my hand tools and things I use

"When a combine blows a hydraulic hose and covers the side of a combine with oil, the wheat dust clings to it and it's a huge fire hazard. With the power washer we can rinse that mess off and keep it safe."
— Ryan Jensen, Ankeny, Iowa

a lot are on the left, and all my hose reels and maintenance items are in the right side compartments. I don't want extra toolboxes or reels cluttering up the outside or top of the body. I designed it with clean lines and plan to keep it that way."

The truck has few external service lights.

"I've got strip lighting running down the insides of the bed, and strip lighting in all the side boxes," Jensen says. "The strip lights are really bright — I can almost open the doors and have enough light to work by. I may put an emergency light bar on the cab, for moving equipment on roads, but haven't found one that looks right yet. I won't add anything to this truck if it doesn't make it work — or look — better."



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.

Photos courtesy of Ryan Jensen



Jensen is often called upon to help farmers with broken equipment. Here his crane hoists a broken eight-bottom plow for repairs.



Pockets in the work deck match bases for the removable vise and anvil.



Custom paint and chrome add flash to an 8,000-pound capacity Auto Crane.



A pintle hitch with built-in tongue hitch, and a full complement of air and electrical connectors, allow Jensen to pull nearly any type of trailer.

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Pinstriping and chrome are paired with a coated work deck.



The center bay is filled with carefully marked fuel, oil, and coolant tanks.



Miller Bobcat 250 diesel-fueled welder/generator sits in the front, right compartment.



Randy Jensen's custom-designed service truck is on a 1990 379 Peterbilt, American Class, chassis with a 252-inch wheelbase.



The gray hose is for the on-board John Deere power washer.



Hannay hose reel is also mounted in a right-side compartment.



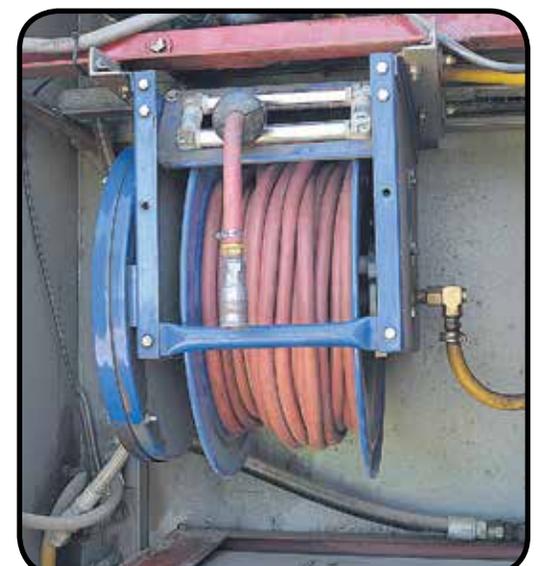
The 500-horsepower 3406 Cat engine exhales through chromed, eight-inch-diameter Mueller "bullhorn" exhaust stacks.



Dee Zee WrenchWorx tool cabinet is bolted into a right side compartment. Hinged red bracket flips over the ends of drawers to keep them from opening during transport.



Custom-designed doors have folded edges that nest in sealed channels to keep out rain and dust.



Coxreel hose reel is mounted inside a right-side compartment.

COVER

Rays of hope for solar use on service trucks *continued from cover*

Minnesota-based Thermo King, a division of Ingersoll Rand, manufactures truck-mounted solar systems designed to help food transport vehicles meet refrigeration needs.

Aftermarket product manager Paul Kroes says his company responded initially to growing demand to support truck batteries, and he's now finding demand broadening beyond that.

"At the various trade shows we've been at, everyone's coming out of the woodwork saying they have a particular application and asking what solar can do to support it," Kroes says. "We're quickly getting to the point where we will have a solution for everybody and everything."

While heavy load demands aren't currently feasible with solar, Kroes thinks it's just a matter of time, economics, and technological development.

Still years away from competing with diesel

"Given the cost of solar, a diesel generator is much more cost-efficient," Kroes says. "But I believe in the next five to 10 years we'll be at the point where solar could be an even more cost-effective solution than a generator. We're just not there yet."

Given that trucks have limited surface space, the answer will likely lie in increased power storage, he says.

For now, Thermo King concentrates on what solar can currently tackle. The company does its own end design but sources solar equipment from an outside supplier.

Thermo King dealers can install systems, and some customers do it themselves, Kroes says.

"There's not a lot required to it," he explains. "The panels have an adhesive backing, so you don't have to worry about drilling holes into the tops of cabs."

Kroes described the adhesive as very aggressive, able to withstand rough weather, but removable with special solvents. Still, he adds, metal fasteners are available.

Thermo King's biggest seller so far is its 26-watt system, with a panel measuring one by two feet. Some customers have enough room for two or three of them.

Food industry delivery vehicles use them to boost refrigeration, utilities use them to run basic office equipment, and slowly but surely they're moving into the service truck market.

Solar useful for low-draw equipment

Like any new technology, it's early days. SpaceKap, a Quebec manufacturer of fiberglass pickup truck caps and slip-in transferable service bodies, is testing solar systems and has even provided quotes to a few prospective customers, according to account manager Sean Brideau.

SpaceKap users include utilities, telecommunications companies and other fleet owners across North America. Brideau says his company acquires panels and other components from Carmanah Technologies Corp. through the British Columbia company's Go Power! product line, and outfits service bodies so solar capability is self-contained, without messy external or extraneous wiring.

Brideau is gung-ho about new mobile uses for solar panels. But he's equally clear that benefits are currently limited to keeping truck batteries charged and operating basic power tools, interior lights and other low-draw equipment without idling or using a generator.

"We've done testing so far with three 40-inch LED light bars in our SpaceKap, and the 100-watt solar panel from Go Power! provides more power than those lights draw," Brideau says. "While the lights are running the solar panel is still keeping the battery fully topped-up so you're not losing any power at all."

Of course, serious service trucks employ an array of higher-draw machines that mechanics use in challenging venues such as construction sites, mines, and the oilpatch. For now, though, fiber-optics maintenance crews and others with light-duty needs are most likely to

benefit, Brideau says.

"For compressors you would need extra batteries inside, and we haven't got to the point of testing that," Brideau says. "We're mostly dealing with mobile office units which have a 2,000-watt inverter, a smart battery charger, transfer switch — stuff like that."

Carmanah Technologies is a dominant player in mobile solar technology in North America. Sean O'Connor, sales channel manager for its Go Power! product line, agrees solar isn't yet ready for larger service trucks. Compressors and small truck-mounted cranes draw immense loads and there simply isn't enough surface room on a service truck for many panels, he explains.

"Unless they had a trailer of batteries and solar behind it, we couldn't ever offset the whole thing."

For now, Carmanah customizes systems for users wanting to prevent batteries from slowly discharging over time and who want to run a few basic AC devices.

These systems can deal with routine low-scale parasitic power demands from small, flashing LED indicators or other extras commonly found in trucks. "Every time it's light out, it makes sure the battery's topped up," O'Connor says.

"Some trucks might sit for a length of time, say over a long weekend, and the mechanic returns to the truck and it won't

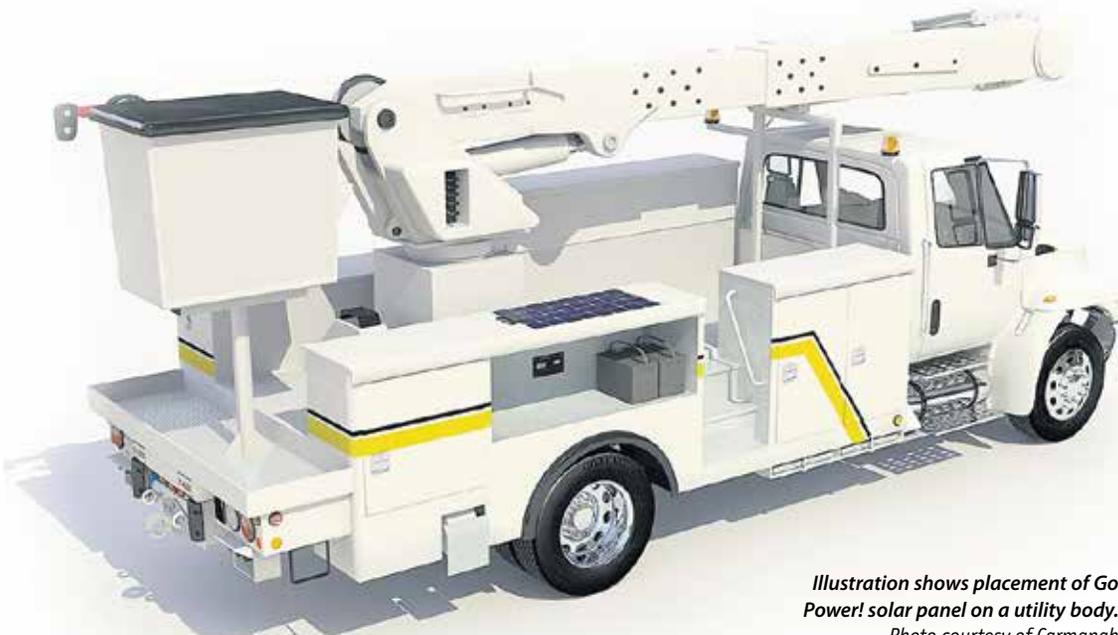


Illustration shows placement of Go Power! solar panel on a utility body. Photo courtesy of Carmanah Technologies Corp.

"Given the cost of solar, a diesel generator is much more cost-efficient. But I believe in the next five to 10 years we'll be at the point where solar could be an even more cost-effective solution than a generator. We're just not there yet."

— Paul Kroes, aftermarket product manager, Thermo King



Thermo King, a division of Ingersoll Rand, manufactures truck-mounted solar systems



Technician installs Go Power! Solar Flex on a vehicle. Photo courtesy of Carmanah Technologies Corp.



start. That costs them money, because they're not doing the work they're supposed to be doing, and they have to pay for a jump start or for new batteries."

Industry still in its infancy

Carmanah isn't the only manufacturer. Rhode Island-based eNow Energy Solutions also supplies solar auxiliary power systems for the transportation industry.

Sales manager John Switzer says customers use his company's systems to power lighting, lift gates, HVAC, and other equipment in tractor-trailers and a range of smaller trucks used by utilities and municipalities.

"We work with our customers to understand what the electrical load is on their vehicle," Switzer says. "We figure out how much energy they're drawing off the battery and then we design a solar system able to offset that load."

While eNow does its own design and manufacturing, there aren't too many companies producing flexible solar technology for vehicles.

"It takes a lot of different design and engineering work in order to get a viable solution to be able to withstand the environment that you see on the top of a vehi-

cle," Switzer says, referring to factors such as wind, weather and road salt.

Although eNow has made little for the service truck market, it did produce a 5,000-watt system that went on top of a trailer as part of the U.S. Department of Energy's SuperTruck program.

"We were told to install as much solar as we could," Switzer says, adding that program administrators were looking to improve fuel economy.

A system that high-end will likely cost more than the industry average. Talk to each manufacturer or vendor, and prices vary depending on wattage and accessories. Panels alone can run upwards of \$500, and entire systems can exceed \$2,500.

Of course, prices are always subject to change in a field that is clearly in its infancy. Time will tell where solar technology goes and whether efficiencies can be found that will give it more shine in the service truck market.

Switzer expresses optimism: "As we see solar technology gaining momentum and acceptance in the market, you're going to see increases in panel efficiency and power density."



NEWS

Saskatchewan crane firm spins off a service affiliate

A Saskatchewan company that specializes in mobile service of cranes recently caught the attention of the local newspaper.

Saskatoon-based North Country Customs was featured this spring in the *Saskatoon Star-Phoenix*.

Matt Hnatuk, North Country's owner and general manager, told Service Truck Magazine that the company can do everything kind of service on a crane from regular maintenance to full tear downs and rebuilds on stiff boom, knuckle-boom, and mobile cranes.

"We're also a heavy duty shop for trucks and trailers, loaders, like dirt equipment," Hnatuk said. "We do a fair bit of work in the concrete industry with cement trucks. And we do work on ag equipment as well."

He started North Country in 2006 to sell truck parts and after-market parts. It has been fully operational as a heavy duty shop for about three years.

As he has built that new business, Hnatuk has continued in his role as general manager of Prairie Crane, a sister company. How does he manage that?

"I figure it out," Hnatuk said. "We've got lots of good people at Prairie now that

can look after a lot of stuff so I've been able to have a little more free time to get North Country going. And I also have a good staff that I hired at North Country that has been looking after the place very well too."

It also helps that North Country has its shop in the same building as Prairie Crane. In fact, the two companies were building a new shop when Hnatuk was interviewed this June.

North Country now has seven employees and three mobile service trucks. Two of those trucks are completely decked out with compressors and other mobile accessories. One of those trucks, on a Ram 5500 chassis has a Cobra 4400 corner mounted crane.

For the service bodies, North Country deals with Penticton, B.C.-based Brutus Truck Bodies built by Nor-Mar Industries Ltd.

"They've actually sent most of their warranty work here. They don't have a shop here so we've been doing that."

The trucks are also equipped with GPS tracking "so we know where guys are if the customer needs to know," Hnatuk said.

To find out more about North Country Customs, visit www.northcountrycustoms.ca.



Saskatoon's North Country Customs has three mobile service trucks, including this Ram 5500 with a Cobra crane.

Photo courtesy of North Country Customs

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FEATURE

Optimize on-board air systems

Simple steps to keep compressed air systems on service trucks trouble-free

DAN ANDERSON

The adage, “A painter’s house always needs to be painted,” also applies to service trucks and the techs who work from them.

“I’ve been around techs who have 20 years of field experience working on heavy equipment, some of the best techs in the industry, who don’t understand or take time to do maintenance on their (service) truck’s compressed air system,” says Terry Vittatoe, director of service and warranty with Vanair Manufacturing Inc., based in Michigan City, Ind. “They’re so busy fixing or maintaining other people’s equipment that they don’t take time to work on their own equipment.”

It’s easy to overlook the compressed air systems on modern service trucks. Most systems run hundreds, maybe thousands of hours with minimal attention. But when problems develop, they’re often related to simple maintenance issues or incorrect operation.

Many field service techs began their careers using compressed air provided by conventional reciprocating-type air compressors. A trend toward rotary screw air compressors on service trucks favors different operational practices to optimize compressor performance and longevity.

Use it or lose it

“Rotary screw compressors are designed for continuous use,” says Jeff Newell, sales manager with American Eagle Accessories Group, which is based in Garner, Iowa. “They need to run for 20 to 30 minutes at a time to let them get to full operating temperature. Condensate (moisture) is a normal by-product of compressing air. If the compressor doesn’t run long enough to warm the oil and vaporize any moisture that’s condensed in its lubricating oil, that moisture keeps building up and eventually contaminates the oil enough to cause problems. Once you turn on a rotary screw compressor, just leave it running. It will go to stand-by when it reaches operating pressure, and turn on and off as needed to maintain that pressure.”

Another operational characteristic of rotary screw air compressors is their need for frequent use. It’s best to operate them regularly, even during storage, to prevent oil drain-back or moisture-induced corrosion between close-tolerance components.

“Our owner’s manuals recommend running rotary screw compressors at least once a month,” says Darren Darnley, a national sales rep with VMAC Compressed Air Systems, based in Nanaimo, B.C. “Sitting idle for a couple months can contribute to premature failure. Just start them up and run them long enough to get them to operating temperature, even when the truck isn’t in regular use.”

All on-board air compressors benefit from simple, regular maintenance. Clean, correct oil is the lifeblood of air compressors. A daily check of oil level in the compressor’s sight glass is a good maintenance procedure — if the location of the sight glass hasn’t been modified. Vittatoe recalls one situation where compressor problems were eventually traced to the way the unit was mounted in its service truck.

“The unit was mounted under the service truck body, and they’d added a two-and-a-half-foot pipe to extend the sight glass out so they could see it without crawling under the truck,” he says. “Unless the truck was sitting perfectly level side to side and front to rear, the extension could make the sight glass look full even though the oil level was actually low, so the compressor was starving for oil even though the operator checked it daily and it looked like it had plenty of oil.”

“We’ve seen situations where the return hydraulic flow from the additional hydraulic unit was plumbed so it backfed into the air compressor’s drive, and it eventually over-pressured and blew out the oil cooler on the air compressor.”

— Jeff Newell, American Eagle Accessories Group



Jeff Newell of American Eagle promotes the company’s SHD-132 compressor at the ConExpo-Con/Agg trade in Las Vegas in March 2014.

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Beware of making modifications

After-sale modifications to mobile compressed air systems may make the systems more user-friendly but ultimately inhibit performance. Adding extra hose reels, water traps, or oilers — as well as creative plumbing — can overload and overwork compressors.

“We have guidelines on where to mount oil coolers to get adequate air flow, where to mount the air cleaner to keep rain water out — things like that that guys might not think about if they’re rigging their own system,” says Vittatoe. “It’s also important to keep in mind pressure drop and line loss. If a customer orders a compressor to produce 110 pounds per square inch of pressure (psi) at ‘x’ cubic feet per minute (cfm), then installs a couple hose reels so he’s running through 500 feet of hose, he’s probably not going to get the pressure and cfm he wants at the end of the hose. Or, if he plumbs a bunch of elbows and T-fittings into the air delivery system, every fitting causes a little loss of air flow.”

Darnley says customizing or altering air delivery systems on service trucks is a common contributor to diminished compressed air capacity.

“The fitting out of the back of our tanks is three-quarters-inch i.d. (inside diameter),” he says. “If you plumb in a 1/2-inch i.d. fitting anywhere in the system, or use a 3/8-



Darren Darnley of VMAC says the company's manuals recommend running rotary screw compressors at least once a month.

inch coupler or nipple on your air wrench, the entire system's capacity immediately is reduced to the smallest i.d. in the system. One 3/8-inch nipple reduces a three-quarters-inch system to 3/8-inch capacity."

After-sale customizing can also cause problems for hydraulically driven air compressors when additional hydraulically powered systems are plumbed into the air compressor's power supply.

"They need to be sure the second (hydraulically powered) tool or system is plumbed correctly," says Newell. "We've seen situations where the return hydraulic flow from the additional hydraulic unit was plumbed so it backfed into the air compressor's drive, and it eventually over-

pressured and blew out the oil cooler on the air compressor."

Ultimately, proper installation, appropriate operation and simple maintenance are the keys to optimum performance from mobile compressed air systems. Simply changing oil and filters at recommended intervals is often enough to provide years of trouble-free service.

"Both reciprocating and rotary screw compressors need to have their oil and air filters changed at recommended intervals," says Vittatoe. "Rotary screw compressors are a little more touchy about regular oil changes. Make sure you use the recommended oil and filter. Grabbing whatever oil a mechanic has on his truck, or cross-matching an automotive filter from an auto parts store isn't good enough. We specify a specific type of oil and a specific design of filter for a reason. Going against those recommendations can cause problems."

"We really don't see a lot of warranty issues on our compressed air systems," says Darnley. "We run two percent or less warranty claims. Most of the problems we hear about could be avoided by simply operating the systems correctly and doing basic oil and air filter maintenance at recommended intervals. That's really all it takes to get hundreds and hundreds of hours of use out of a mobile air compressor."

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.



NTEA names new fleet ops head

Christopher Lyon will become the new director of fleet operations for the National Truck Equipment Association.

He will replace Bob Johnson, who officially retires Oct. 9 after more than 11 years with the association, said a news release from the NTEA, which markets itself as the Association for the Work Truck Industry.

Lyon began his career in 2001 with the Forest Preserve District of DuPage County, Illinois. Most recently, he was responsible for all vehicle and equipment purchasing for the district's fleet. He promoted the alternative fuel movement through active involvement with the Chicago Area Clean Cities and the Illinois Partners for Clean Air.

"Welcoming Chris to the association positions us to continue elevating our presence within the truck fleet community," NTEA executive director Steve Carey said in the news release. "Under Bob's leadership, we have forged invaluable connections and affiliations with many of the fleets in this industry, and we are pleased that Chris will start the next chapter in advancing and strengthening these relationships."

Lyon earned his Certified Automotive Fleet Manager's designation from the NAFA Fleet Management Association in 2009. He served on NAFA's certification board from 2010 to 2013 and led its curriculum committee from 2013 to 2015. He holds a bachelor's in business administration from Elmhurst College.

Johnson's career includes more than 30 years of field experience in utility fleet and heavy equipment design. Before joining NTEA, he was national manager of fleet technical support for Verizon Communications, supporting more than 65,000 vehicles in 38 states. While at NTEA, Johnson has developed numerous resources — including training programs and life-cycle cost analysis software — to help improve fleet productivity and efficiency.

Until his formal retirement, Johnson will oversee Lyon's transition into the position.



Christopher Lyon



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NEW PRODUCTS



Chuck Hamilton, director of marketing for OEM sales for Boss Industries LLC, stands by the Lift Force, one of six new products Boss unveiled at the show.

What's new, Boss?

Compressor maker unveils six new products

KEITH NORBURY

Boss Industries LLC, an Indiana-based maker of air compressors and other truck accessories, introduced six new products at the recent annual Work Truck Show in Indianapolis. Chuck Hamilton, the company's director marketing for OEM sales, told *Service Truck Magazine* about many of the features of those products. Here's what he had to say.

Boss Lift Force

Boss Industries' LiftForce, a new diesel-driven hydraulic power source, produces up to 13 gallons per minute of hydraulic power and up to 3,000 pounds per square inch of pressure.

"So you can shut your vehicle down to operate your lift gate or lift a crane. But it also has a 180-amp DC continuous output, so you can run lights, meters, air conditioner units, all that," Hamilton said.

The LiftForce "is perfect" for such vehicles as crane trucks, lube trucks, rail road trucks, utility bucket trucks, he added.

A self-contained unit, it taps into the fuel tank and battery but also uses an "industry standard" three-cylinder engine, he said. That engine, according to the company's website, is a tier 4 final 25-horsepower Kubota diesel.

The LiftForce also features "automated shut-downs for high engine coolant temperature and low engine oil pressure and is rated to operate at -15° F to 120° F ambient conditions," noted a display card the show.

"With the vehicle engine turned off and anti-idling laws becoming more common in the work place, you have plenty of power to operate lights, inverters, strobes/beacons, power tools and is safe for communication devices. Save fuel and extend the life of the vehicle."

The unit also keeps the battery charged but doesn't require a power take-off. And the LiftForce promises no more plugged diesel particulate filters from extended vehicle engine idling.

"It's green, shut everything down," Hamilton said.



The Infinity 35 is a streamlined rotary screw air compressor.

Infinity 35

For its new Infinity 35, Boss took its standard 35 series rotary screw air compressor series and made it more streamlined and lighter, Hamilton said.

"We decreased it by 20 percent overall width, gave it 20 percent weight savings, improved our fan cooling location, increased the ambient temperature ratings, and just taken one of our standard grade products and made it a great little

sweet package," Hamilton said.

Despite the changes, the Infinity 35 has the same mounting pattern and electrical connections as its predecessors. So users wishing to upgrade can make a direct swap, he said.

"With a built-in access panel, virtually all components are accessible for maintenance and service," says a product brochure. "Other features include a spin-on oil compressor oil filter and separator element manifold."

The new model can handle temperatures up to 110° F ambient while delivering "instant pressure and continuous output" of 35 cubic feet per minute at up to 175 pounds per square inch gage.



The Titan EZ-Lift can be mounted in a standard 50-inch cabinet of a service body.

Titan EZ-Lift

The Titan EZ-Lift from Boss is also a streamlined version of a standard Boss product, in this case the HL-300. Where the HL-300 is an electric-hydraulic tool lift, the Titan is an all-electric tool, Hamilton explained.

It can be mounted in a standard 50-inch cabinet of a service body or the back of a van.

"You can put this anywhere," Hamilton said. "We have guys who put these on docks for loading air tanks. This is one of our products that we still don't know all its uses."

Capable of lifting up to 300 pounds, the Titan can hold up to three tools and raise and lower them to the ground as required, says a product brochure. The unit itself weighs 190 pounds and has a 34-inch lift/drop.

An original use of the Titan EZ-lift was for jackhammers, which can weigh up to 100 pounds. "Those things are heavy. Those guys use them eight hours a day, and when they're done, they're done," Hamilton said.

An added benefit of the EZ-Lift, which can do much of the work of a small crane, is that it can reduce back-injury insurance claims. And to guard against accidental operation, the unit has a dead-man switch. When it's in storage position, it cannot operate, he said.

The safety features prevent weary workers from injuring themselves at the end of a long day.

"Now they can take the unit — it has built in braking

Continued on page 21

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NEW PRODUCTS

Continued from page 20

system into it — they can bring it to waist height, drop the tool on, store it away using standard safety chains, and lock all the tools in place.”



The Boss WorkMaster GW combines a generator and welder with a compressor.

WorkMaster GW

The Boss WorkMaster GW is the company’s entrée into the entry-level piston compressor market. The GW, which stands for generator and welder, is designed around a proven gasoline engine, Hamilton said.

It delivers 13.1 cfm, with a 150-amp welder, and four-kilowatt generator.

The WorkMaster retails for about \$4,600, which is about one-third the price of a mechanic’s level unit, he said.

“It’s purposely designed in weight and in width so that these guys can get under that DOT weight limit,” he said.

It has a wet weight of 400 pounds, according to company literature.

Powering the WorkMaster is a 14-horsepower Kohler four-cycle slant cylinder engine or an optional 13-horse-

power Honda GX390 four-cycle motor.

The unit, which has a 22-inch bolt pattern, can be installed on a truck deck or cabinet, Hamilton said.

Compressor features cited in the product brochure include “heavy-duty single-stage ball bearings, cast-iron twin cylinders, cast-iron valve plates with Swedish lamellar reed valves, and aluminum alloy connecting rods with automotive-style inserts.”



The Journeyman 18 produces up to 135 psi.

Journeyman 18

The new Journeyman 18 from Boss is a piston compressor designed for “single-use” truck operators, Hamilton said.

Product literature aims it at contractors and the tire service industry.

Hamilton said it’s an ideal way to bring power directly to a work site for a truck that doesn’t have a crane or large tools.

Its compressor has the same features as the WorkMaster GW. The Journeyman 18 is powered by a 6.5-horsepower Honda four-cycle engine.

Weighing 179 pounds wet, the Journeyman 18 has a nine-gallon tank and produces up to 135 psi. At 100 psi, it delivers 13.1 cfm.



The Journeyman 30 is also available as a base mount.

Journeyman 30

The Journeyman 30 is powered by a 13-horsepower Honda.

At 175 psi, its compressor displaces 29.5 cfm and delivers 23 cfm. A display card beside the unit at the Work Truck Show warns, “Don’t trust a company that only states displaced air specifications,” adding that cfm delivered “is an actual airflow amount rated at a specific pressure and should always be used when sizing an air compressor.”

The Journeyman 30 comes with a 30-gallon tank. However, it is also available as a base mount unit, where the tank can be set up remotely, “if you need that space savings,” Hamilton said.



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NEW PRODUCTS

New series of hydraulic cranes introduced



New "T-boom" cranes take up minimal truck bed space.

The **T** new TC series hydraulic cranes from Stellar Industries combine "compact European design with an American approach to sensible crane control," says a news release from the manufacturer.

A tall-mast telescopic crane, commonly called a "T-boom" crane, the TC series takes up minimal bed space while offering up to 18.6 feet of hydraulic reach, the release said.

Traditionally such cranes operated with a manual control valve. That required the operator to be near or

beneath a suspended load, the release noted.

Stellar's proprietary and trademarked CDT crane control system operates with a hand-held proportional radio remote transmitter. This allows the operator better positioning around the load.

The TC series also has an operator feedback system. A series of lights and vibrating pulses in the hand-held unit alerts the operator of the percentage of load the crane is lifting.

"Having a radio remote control takes the operator out of the danger zone and into the best position they deem necessary to get the job done, all the while getting feedback through the remote handle about the load being lifted," Stellar's product manager, Tim Davison, said in the release.

A power take-off and pump on the chassis powers the T-boom crane. A 12-volt power unit with an integral hydraulic reservoir is an option. Suggested mounting designs for a flatbed installation as well as integral base systems to mount in front of some bodies are also available, says Stellar.

The TC series currently comes in four models ranging from 2,400 to 4,520 pounds capacity. The all-hydraulic reach varies from 8.75 to 19.68 feet.

In addition to manufacturing cranes and other equipment, Garner, Iowa-based Stellar offers complete mechanic and service truck packages.

For more information, visit <http://www.stellarindustries.com>.



New model added to Kohler engine line

Kohler Engines recently expanded its Power Unit line of KDI diesel engines by adding a new 3.4-litre model, says a recent news release from the manufacturer.

The KDI Power Unit is "plug and play," which the release says "represents an effective answer for generator manufacturers looking for a complete high-performance drive system which can be easily implemented in their product range."

These compact units feature outstanding power density, low fuel consumption, and low noise and vibration, the release said.

Kohler has engineered units for the low- and medium-power generator sector, covering a range of 20 to 60 kilovolt amps at 50 hertz (1500 rpm) and 20 to 70 KVA at 60 hertz (1800 rpm).

One of the main advantages of the KDI units, according to Kohler, is that they have adopted a direct mechanical injection system.

"This is true for both naturally aspirated and turbocharged engines and is in place of the traditional architecture which used a pre-chamber," the release said. "This is still a prevalent option in this market segment, in particular for the lower power ratings. This choice, together with the four valves per cylinder, has not only allowed emissions legislation to be met, but also offers better, cleaner and more efficient combustion with lower fuel consumption."

The engines' design allows them to obtain power outputs with smaller displacements than were previously required. According to Kohler, the engines consume three percent less fuel than other direct-injection units, as well as enabling original equipment manufacturers to reduce generator dimensions by 15 to 30 percent.

"The more efficient combustion also decreases the heat released by the engine, meaning lower cooling requirements," the release said. "This allows the radiator and fan size to be reduced permitting the engine to be installed in even smaller units."

The KDI units are designed for a life-cycle of up to 10,000 hours, with operating intervals that can reach 1,000 hours, Kohler says.

Kohler's plug-and-play design includes a package of standard components and accessories, such as radiators, cooling fans and projection grilles, radiator mounting brackets, engine brackets, air and fuel filters, and electric fuel pumps.

Kohler Engines is based in Kohler, Wisc. Austrian immigrant John Michael Kohler, founded the parent company, which also makes kitchen, bath and other household accessories, in 1873.

For more information, visit www.kohlerengines.com.



The KDI2504TM is part of Kohler's KDI Power Unit line of plug and play diesel engines.

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Bodies developed for Ford Transit chassis

A full line of bodies for 2015 Ford Transit cutaway and cab chassis has been developed by Knapheide Manufacturing Company.

Quincy, Ill.-based Knapheide said in a recent news release that the selection includes the company's trademarked KUV enclosed utility body and service as well as the trademarked Value-Master X platform body.

"The KUV features externally accessible secure storage compartments with an oversized enclosed cargo area and conduit chutes," the news release said. "The abundant storage offers increased productivity and efficiency through better organization for plumbing, electrical, and construction applications."

Nine standard models are available. They include several combinations of body length and height that are compatible with Transit cutaway chassis, Knapheide says.

For the Transit cab chassis, available products include the Knapheide service and Value-Master X platform bodies.

"Much like the KUV, the Knapheide service body provides secure and versatile storage enabling mobile technicians to find the parts, tools, and equipment they need when they need it," the news release said. "Knapheide's Value-Master X platform body features a reinforced understructure and a variety of floor materials to choose from including pine or apitong wood, smooth steel, and tread plate."

For more information, visit www.knapheide.com.



Knapheide's KUV body features externally accessible secure storage compartments.

Van and reefer builder gets into service bodies

Morgan Corporation, well-known as a manufacturer of van and reefer truck bodies, recently announced the launch of a service truck body line.

The Service-Pro product line, unveiled at the 2015 Work Truck Show in Indianapolis, has already gained the attention of contractors, electricians, plumbers and other service providers, said a news release from Morgan.

"A service-provider's truck is one of the most important tools of their trade," Tim Stallings, Morgan's director of bailment pools and OEMs, said in the release. "If it's out of service, or if it doesn't support the work to be done, it's not just a problem, it's literally a drain on your business."

Features of the Service-Pro bodies include powder-coating and stainless steel components that resist corrosion, and pre-configured storage compartment packages that address the unique needs of the service industry to securely store and easily access materials, equipment, tools, and parts.

The Service-Pro line features Contractor, Foreman, and Executive packages that are starting points for further customization, Morgan says. Service providers can select from a range of shelf configurations and add enhanced Masterlock security systems. At the top-end, keyless fob-controlled automated locking and compartment LED lighting controls are available.

All packages employ Uni-strut design that allows shelf adjustments up to one-eighth inch to maximize storage and minimize wasted space. Heavy-duty 18-gauge construction can house materials weighing up to 250 pounds. Divided, pull-out shelves on rover easy-slide tracks can handle up to 300 pounds.

Other standard features include 49.5-inch wide bed spacing, and 12-gauge steel bed construction.

"The most important thing service providers can do is compare us head-to-head with the competition," Stallings said. "It's as simple as that. Step up into the bed and you'll feel how solid we are. Slam the doors, roll out the shelves, put us to the test."

Service-Pro is also part of Morgan's growing bailment pool program, which partners Morgan with top OEMs – to support easy-ordering and ensure rapid delivery.

Founded in 1952, Morgan is based in Morgantown, Pa., and has 12 manufacturing and service facilities throughout North America.

For more information, visit www.morgancorp.com.



Morgan's new Service-Pro bodies feature 12-gauge steel bed construction.

Work Truck Show goes social

Two new social media destinations have been launched to help attendees at next year's Work Truck Show in Indianapolis.

A dedicated Facebook page will provide news, photos, and videos, says a news release from the NTEA, the Association for the Work Truck Industry, which organizes the annual exhibition. The Twitter handle, @WTS_exhibitors, will offer exhibitors updates as the event approaches.

The 2016 show takes place March 2-4 at the Indiana Convention Center, with the event's Green Truck Summit beginning a day earlier.

"Using these tools, it will be easier than ever for work truck industry professionals to leverage the event to build their businesses and improve their operations," NTEA executive director Steve Carey said in the news release.



New welding guide released

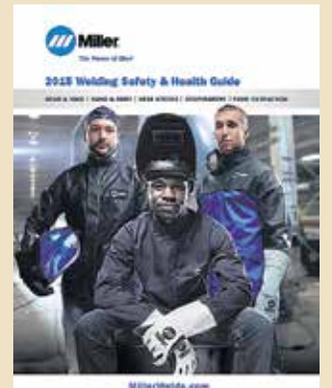
Miller Electric Mfg. Co. has released its 2015 Welding Safety & Health Guide.

The 76-page guide highlights in full-color Miller's personal protective equipment and fume management offerings, says a recent news release from the company, which is headquartered in Appleton, Wisc.

"Prefacing all product recommendations are industry statistics and trends, key safety terminology and other pertinent information to aid in understanding welding safety and achieving compliance," the release said.

The guide reflects the four categories of Miller's welding safety and health portfolio: weld fume; head and face; hand and body; and heat stress.

A PDF copy of guide can be downloaded from the Miller website, www.millerwelds.com. A hard copy can also be requested from the site.



Miller's latest welding safety and health guide is now available for download.

Build a better MIG gun

Welders can now build their ultimate Bernard MIG gun.

The company recently announced its Best of the Best Platform that enables users to choose from "an expanded list of the best features" of Bernard's trademarked Q-Gun, S-Gun and T-Gun MIG gun lines, according to a news release.

"The company has consolidated the top features from each gun line into a single MIG gun offering and a single online configuration," the news release said.

The consolidation into a single platform provides MIG gun options ranging from 200 to 600 amps, and cable lengths between 8 and 25 feet. Configured guns are available for wire sizes ranging from 0.023 inches to 1/8 inches.

The platform also offers a choice among three high-performance trade-marked consumables series: Centerfire, Tough Lock, and Quik Tip.

MIG is short for metal inert gas, also known as gas metal arc welding or GMAW.

Among the other features available are the following:

- a choice of new universal power pins to adapt to most major brands of wire feeders.
- a choice of industrial grade cable or steel monorail cables.
- a choice of neck angles and lengths in both fixed and rotatable styles.
- a choice of specialty trigger options including locking, dual pull, dual schedule switch and locking dual schedule switch.

Located in Beecher, Ill., Bernard is a division of Illinois Tool Works Inc. For more information, visit <http://www.bernardwelds.com>.



Bernard welding products' Best of the Best Platform allows users to build their ultimate MIG gun by choosing from an expanded list of the best features from former Bernard MIG gun lines.

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NEWS

Equipment dealer opens new location in Texas

Louisiana headquartered H&E Equipment Services Inc. has opened a new store in Freeport, Texas.

That brings to 15 the number of full-service H&E operations in the Lone Star State and 71 stores across the U.S., the company announced in August.

H&E had earlier announced that was relocating its Oklahoma City operation to a newly constructed facility at 10700 NW 4th St., Yukon, Okla.

The Freeport, Texas, store is at 403 South Gulf Blvd. It will provide full-service coverage to customers in the coastal area from Port Lavaca to Galveston, a news release said.

The 13,000 square foot facility was recently remodeled and sits on two acres with a full yard area, offices, parts warehouse and a four-bay repair shop. The facility is capable of repairing a variety of general industrial and construction equipment.

The branch specializes in aerial lifts, telescopic forklifts, earthmoving and general construction equipment from various manufacturers, including Atlas Copco, Gehl, Genie, JLG, Multiquip, Okada, Skyjack, Skytrak, Takeuchi, Wacker Neuson, and Yanmar.

"Although we have covered the Freeport area for years from Houston, we have worked hard to establish a full-service branch in Freeport to better serve customers in this thriving industrial area," a news release quoted Jeff Wood, H&E's branch manager for Freeport and Pasadena.

The 20,000 square foot Yukon branch will serve the entire Oklahoma City area. The facility sits on 5.24 acres, with office space, a parts warehouse, large yard area and an eight-bay repair shop that includes a pair of five-ton overhead cranes. The facility is capable of repairing a variety of machines from compact construction equipment to large earthmoving units.

The branch specializes in aerial lifts, telescopic forklifts, some large and compact earthmoving equipment and general construction equipment. It also offers products from a variety of manufacturers.

Branch manager Tim Morse said in a news release that Oklahoma City "is one of the fastest growing economies in the country" and that the new facility "significantly broadens our capabilities in rentals, new and used equipment sales, parts and service, not to mention growth in personnel."

For more information about H&E, visit www.he-equipment.com.



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

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Firm takes pride in lighter bumper

A new aluminum service truck bumper from Pride Bodies Ltd. weighs 200 pounds less than a similar steel bumper.

The lighter material cuts fuel costs and also withstands salt and liquid calcium chloride, says a news release from Pride, a manufacturer of aluminum service bodies that is based in Cambridge, Ont.

"Durable aluminum bodies allow our customers to often reduce the truck class while increasing the payload," company president Russ Lanthier

said in the news release. "With the cost of fuel and the intensity of DOT monitoring of truck weights, assembling the right combination of chassis and truck body is important in today's economy."



New aluminum bumper weighs 200 pounds less than a steel one.



Executive summit returns Vegas

The NTEA, the Association for the Work Truck Industry, is holding its annual Executive Leadership Summit Oct. 13-14 in Las Vegas.

The summit, at the JW Marriott Resort & Spa, promises to provide “insights on timely issues specific to the work truck industry,” says a recent news.

Among the scheduled presentations are the following:

- Michael Brown, vice-president and economist with Wells Fargo Securities LLC, will talk about macroeconomic influences in the work truck industry.
- Dennis Snow, president of Snow & Associates Inc., will provide insights into how to create a world-class customer service organization.
- Tim Campbell, managing director of TruckWorld TV, will talk about the global commercial vehicle market and its impact on your company.
- Doug Cartland, president of Doug Cartland Inc., will discuss the art of executive decision-making.
- NTEA managing director Michael Kastner and Bob Rayback, NTEA director of technical services, will examine the implications of Phase 2 greenhouse gas and fuel efficiency regulations.
- Andrej Davis, head of global truck research for HIS Global Insight, will look at truck application markets in the NAFTA region.
- Steve Carey, the NTEA's executive director, and Doyle Sumrall, an NTEA managing director, will look at work truck industry trends and expectations.

For more information about the conference and registration, visit www.ntea.com/executivesummit.



NTEA managing director Michael Kastner and Bob Rayback will be among the presenters at the Executive Leadership Summit this October in Las Vegas.

Cat to make trucks in Texas

Caterpillar Inc. is going to undertake independent design and manufacture of its family of vocational trucks at a facility in Texas, the company announced in July.

The plant in Victoria, Texas, opened in 2012 and now produces hydraulic excavators, said a news release from Caterpillar.

“The on-highway vocational truck product family is important to our product line; customers like our trucks and want to include them in their fleets in a variety of heavy duty applications such as dump trucks, mixers, haulers or one of the other configurations we offer,” the release quoted Chris Chadwick, Caterpillar's director of the Global On-Highway Truck Group.

Caterpillar's first vocational truck, the CT660, launched in the North American market in 2011, the release said. Since then the company has added the CT680 and CT681 models to its lineup.

Until now, Caterpillar has worked with Navistar on designing and building the trucks, which are currently manufactured in Escobedo, Mexico, the release noted.

“We appreciate the collaboration we have had with Navistar,” Chadwick said. “As we look to future launches of new truck models, this updated strategy will better position us to help provide our customers with the best products and services for this market.”

Production of the new trucks at the Texas plant is expected to begin early in 2016. The plant will also continue to build excavators. The truck production is expected to add about 200 new jobs, the release said.

Ed O'Neil, general manager for operations for Caterpillar's excavation division said the Victoria plant was chosen because of its record in building Caterpillar products, its commitment to safety and its successful implementation of the company's production system and lean manufacturing.



Caterpillar's vocational trucks, including the CT681 models, are currently manufactured in Mexico in collaboration with Navistar

Iowa firm hires new manager



Holly McCoy-Nelson

Iowa Mold Tooling Inc. has hired a new customer support manager.

Holly McCoy-Nelson will lead the customer service and aftermarket support teams at IMT, said a news release from the company, which is based in Garner, Iowa.

Before joining IMT, McCoy-Nelson served as inside sales, customer service and coordination manager for Graham Wood Doors in Mason City, Iowa. She has a bachelor's degree in organizational management from Concordia University.

“Holly's skills and experience enhance our ability to meet customer needs,” IMT sales director Tim Gerbus said in the news release. “She will be a tremendous asset to the IMT team.”

An Oshkosh Corporation company, IMT is a manufacturer and supplier of such products as service vehicles and cranes.

For more information, visit www.imt.com.

Company names finance director

Curry Supply Company has appointed Betsy Kreuz as the Martinsburg, Pa.-based company's director of finance.

In this newly created position, Kreuz will be responsible for preparing financial statements, summarizing results, establishing banking relationships, working closely with auditors, and establishing internal financial policies, said a news release from Curry Supply.

“We are thrilled to have someone with Betsy's financial experience and background join our team,” the release quoted Luke Kelly, Curry's chief financial officer. “Our company is growing rapidly and we will certainly benefit from her management skills.”

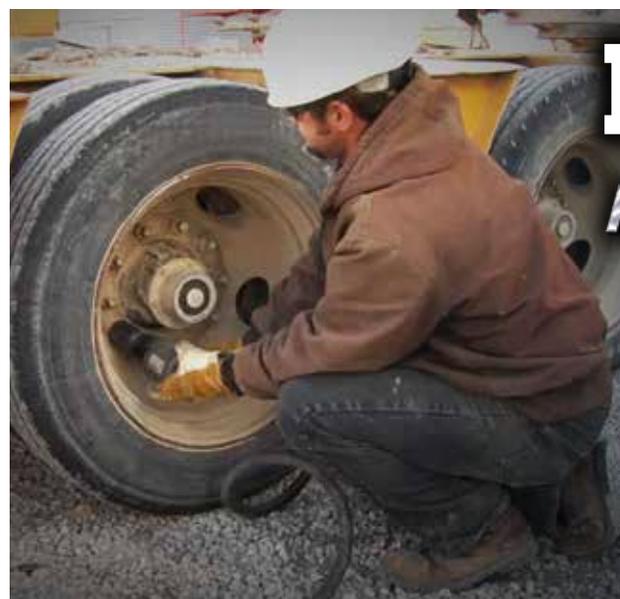
Kreuz, who has more than 20 years of financial management experience, was most recently the chief financial officer with UPMC in Altoona, Pa. A licensed certified public accountant, she has an MBA degree from St. Francis University and is a member of the American Institute of Certified Public Accountants.

A family-owned business established in 1932, Curry Supply is a manufacturer and dealer of commercial service vehicles including mechanics trucks, service trucks, lube skids, and fuel/lube trucks.



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CALENDAR OF EVENTS

SEPTEMBER 2015

Sept. 15-17, 2015

NTEA New Model Truck Product Conference

Dearborn, Mich.

"An annual event held in the fall where leading chassis manufacturers present critical information about product upgrades and new product launches for the upcoming model year and beyond."

<http://www.ntea.com/truckproductconference/>

Sept. 20-22, 2015

Intermodal Expo

Greater Fort Lauderdale/ Broward County Community Center, Fort Lauderdale, Fla.

"Find 3PLs, ocean carriers, motor carriers and drayage companies, railroads, equipment manufacturers and leasing companies, technology vendors, shippers/ BCOs and many more intermodal industry professionals."

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

Sept. 23-25, 2015

SC&RA Crane & Rigging Workshop
Sheraton Denver Downtown Hotel, Denver, Colo.

"As always at this annual event, the focus is on safety issues, regulatory and legislative updates, and networking opportunities."

www.scranet.org/meetings



The Demo Expo takes place Sept. 29-Oct. 1 in Louisville, Ky.

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

OCTOBER 2015

Oct. 1-3, 2015

Arizona Trucking Association Annual Meeting and Leadership Conference

The Westin La Paloma Resort & Spa, Tucson, Ariz.

<http://www.arizonatrucking.com/events/calendar.php>

Oct. 1-3, 2015

Colorado Motor Carriers Association Annual Conference

Park Hyatt Beaver Creek Resort and Spa, Beaver Creek, Colo.

"National speakers, seminars, networking, great dining, vendor exhibits, receptions and banquets."

<http://www.cmca.com/news/convention.htm>

Oct. 13-14, 2015

NTEA Executive Leadership Summit
JW Marriott, Las Vegas, Nevada

"Offers insights into the economic, regulatory and business trends affecting your company."

<http://www.ntea.com/executivesummit/>

Oct. 14-17, 2015

Service Specialists Association Convention

Renaissance Austin Hotel, Austin, Texas

"A great opportunity to meet with key suppliers and fellow service shops — to stay current with the latest trends in the heavy duty service industry, and to share best business practices and recent product and service developments."

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

Oct. 17-20, 2015

American Trucking Associations Management Conference & Exhibition

JW Marriott Camelback Inn, Scottsdale, Ariz.

"All ATA members are cordially invited to attend this vital meeting for all involved in the trucking industry."

http://www.truckline.com/Auto_Carriers_Conferences.aspx

Oct. 20-22, 2015

Automotive Testing Expo North America
Suburban Collection Showplace, Novi, Mich.

"The resurging North American automotive industry is reflected in the fact that Automotive Testing Expo North America 2015 is set to be even bigger and better than in recent years."

<http://www.testing-expo.com/usa/index.php>

Oct. 26-28, 2015

Canadian Transportation Equipment Association's

52nd Manufacturer's Conference

Hotel Fairmont Manoir Richelieu,

La Malbaie, Que.

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<http://www.ctea.ca/events/>

NOVEMBER 2015

Nov. 3-6, 2015

SEMA Show

Las Vegas Convention Center,

Las Vegas, Nevada

"The SEMA Show is the premier automotive specialty products trade event in the world."

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

Nov. 4-5, 2015

Buildex Calgary

BMO Centre, Calgary, Alta.

"Alberta's largest trade show and conference for more than 4,000 industry professionals."

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

Nov. 9-10, 2015

Crane & Rigging Conference Canada
Marriott at River Cree Resort,

Edmonton, Alta.

"Overhead cranes, critical lifting, rigging, standards, competency and training will be among key topics."

<http://www.craneandriggingconference.com>

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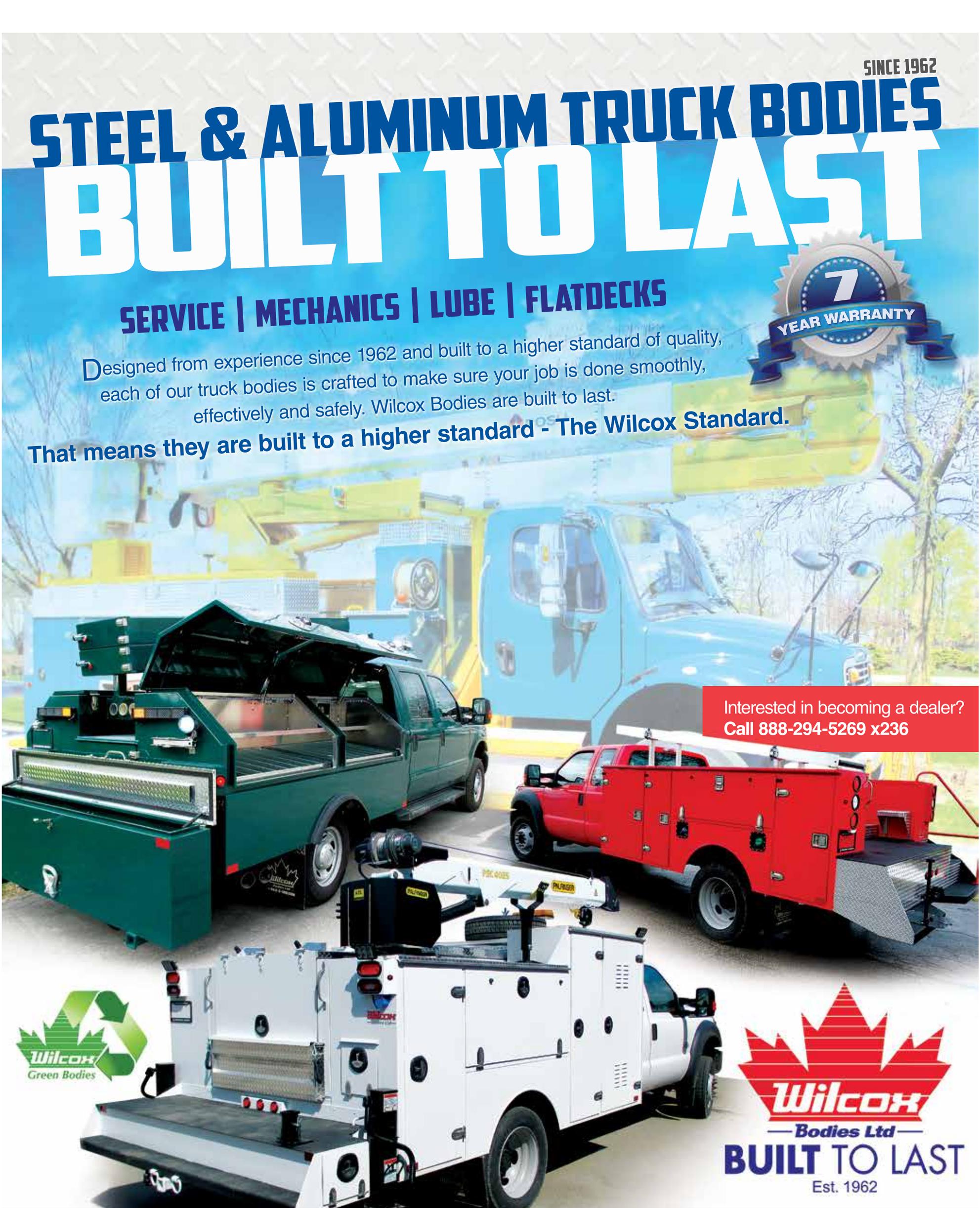
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