

SPEC MY TRUCK

Check out Dwayne Groves' rig. Page 14.

INSIDE

National Ford Truck Club.....	13
WORK TRUCK SHOW PREVIEW	16
Determining life-cycle costs	20



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Volume 3 Issue 1

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FORECAST

Optimism abounds as new year dawns

Service truck industries insiders anticipate rapid growth in 2016 that they don't expect to stall anytime soon

ERIN GOLDEN

While the U.S. prepares for major leadership changes in the federal government — and the effect it'll have on the economy — leaders in the service truck industry say they're feeling optimistic as they look ahead through 2016.

With continued growth in housing and construction and a growing customer demand for new, more efficient products, many sides of the business are seeing rapid growth that they don't expect to stall anytime soon.

Jeffrey Messer — president of the board of trustees for the NTEA, the association for the work truck industry — said consumer confidence appears to be growing, and businesses are willing to spend money to upgrade their equipment.

..... continued on page 8 Industry insiders ponder what 2016 holds.



PREVIEW

Annual Work Truck Show ready for return to Indy



Attendees at the 2015 Work Truck Show gather around the Auto Crane display.

Service Truck Magazine will have a booth for the first time at the show, taking place March 1-4

KEITH NORBURY

Dozens of service truck-related companies — including body makers, accessory manufacturers, and service providers — will be among the hundreds of exhibitors at the 2016 Work Truck Show in Indianapolis this March.

The annual show, organized by the National Truck Equipment Association, takes place March 1-4 at the

..... continued on page 16

TECHNOLOGY

An employee of Try Al's Trucking of Saint John, N.B. fills up the DEF supply at Bayview Trucks and Equipment in Fredericton, N.B.

Photo by
Matt Jones



DEF systems vex users

Contamination of the tank and failures of after-treatment systems among problems cited

MATT JONES

Diesel exhaust fluid has been something service truck operators have had to deal with since the U.S. Environmental Protection Agency's Tier 4 regulations have been phased in (and matched by their sister agencies in other jurisdictions, such as Canada).

While DEF is required in many diesel engines, service trucks are uniquely affected. Not only do many service trucks require DEF, but in many cases they are also a DEF delivery system for larger vehicles in the field.

Have the end users of DEF adapted to it usage in the time since its introduction?

"I bet we get a truck in here daily that has problems," says Tyler Vanatta, service manager for Peterbilt of Garden City in Kansas. "They come in here with 'check engine' lights on and possibly the DEF gauge lights on. What we normally find is the tank's been contaminated and the filters are plugged up in the lines. Sometimes, the injectors are actually plugged up or dripping and don't

..... continued on page 10

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ADVERTISERS INDEX

Al Asher & Sons	4
Automotive International Inc.	19
Boss Industries, Inc.	5
CTech Manufacturing	21
Cox Reels.....	7
Curry Supply Co.	23
Espar Products, Inc.	9
Hannay Reels, Inc.	17
Jomac Ltd.....	7
Maintainer Corporation of Iowa, Inc.....	12
Marco Equipment Sales LLC.....	4
NTEA - The Association for the Work Truck Industry ...	27
Omaha Standard PALFINGER	18
Oro Design & Manufacturing.....	20
Pacbrake - LoadLeash	10
PowerHalt.....	22
Perfection Truck Parts & Equipment	24
Pride Bodies Ltd.	8
Pumps and Pressure Inc.	7/9
Summit Truck Bodies	16/28
Taylor Pump & Lift.....	13
Teamco Inc.	11
Venco Venturo Industries LLC.....	25
Wilcox Bodies Ltd.	2

NEWS

ConExpo 2017 streamlines itself

A “streamlined” show layout will be featured at the 2017 edition of the massive ConExpo-Con/Agg heavy equipment trade show in Las Vegas. The reconfiguration “is designed to create better synergy between outdoor and indoor space product areas and make it easier for attendees to navigate the show,” said a Dec. 10 news release from the Association of Equipment Manufacturers, which organizes the show.



At the Maintainer of Iowa booth at ConExpo-Con/Agg 2014, Tasha Halupniuk (left) and Jane Messingham wait for their husbands, Bryce Halupniuk and Dennis Messingham, who work both with Cedar Valley Corp of Waterloo, Iowa.

The next version of the triennial trade show takes place March 7-11, 2017. Unlike the 2014 show, this one won't conflict with the annual Work Truck Show in Indianapolis. That should come as a welcome relief to many in the service truck industries, who had to choose one show over the other that year. ConExpo typically attracts more than 100,000 visitors to the Las Vegas Convention Center, making it an important showcase for makers of service bodies, truck chassis, and accessories. Registration for attendees will open in the summer of 2016. Features of the new layout include an expanded Gold Hall, using the site of the demolished Riviera Hotel, as well as a new Bronze lot and Bronze Hall added to the south of the convention center's South Hall. “Demand has been stronger than ever, especially for indoor space, and we worked with the Las Vegas Convention Center to explore all options; we are confident this show footprint will enhance ROI for all stakeholders,” show director Sara Truesdale Mooney said in the news release.

Chairman of the 2017 show, Rich Goldsberry, who is president of Bobcat Company and Doosan, said the improvements will help “connect the exhibitors and attendees and deliver a quality show experience.” For more information on ConExpo, visit www.conexpoconagg.com.

Recruiter looking for mechanics in Texas, Florida, and California

Heavy equipment job recruiter Mechanics Hub is seeking candidates for skilled jobs, such as diesel truck mechanics, in Texas, Florida, and California. Other opportunities include heavy equipment mechanics, hydraulic technicians, service advisors, and management roles, said a news release from Mechanics Hub, formerly Maizis & Miller Recruitment Specialists. Job seekers can access job listings by state or province from the website, www.mechanicshub.com, or search by city or region or even view the entire job board, the release said. “If you're not looking for a job right now, sign up for customized job alerts,” Jason Van Pelt, general manager at Mechanics Hub, said in the release. “It's easy to do, there's no cost, and you never know when the next best opportunity might come your way.” Mechanics Hub is a division of Centennial Personnel Inc., headquartered in Toronto, Ont.



Paccar Inc. brands include Kenworth trucks, such as this one carrying a Summit service body on display at ConExpo-Con/Agg 2014 in Las Vegas.

Second-best quarter ever for major truck manufacturer

Paccar Inc. — maker of Peterbilt and Kenworth trucks as well as Braden hoists and winches — recently posted the second best quarter in its 110-year history. The company earned \$431.2 million in the third quarter of 2015, said a recent news release. That worked out to \$1.21 per diluted share, an increase of 16 percent from the \$371.4 million, or \$1.04 per diluted share, earned in the same quarter in 2014. For the first nine months of 2015, the company reported a 31 percent increase in net income to \$1.26 billion, or \$3.53 per diluted share, the release said. That compared with \$964.5 million, or \$2.71 per diluted share, for the first three quarters of 2014. Retail sales of class 8 trucks in the U.S. and Canada are up 18 percent year over year, the release quoted Dan Sobic, Paccar executive vice-president. “Kenworth and Peterbilt customers are benefiting from good economic growth, strong freight tonnage and lower fuel prices,” Sobic said. “Next year should be another strong year for truck sales.” Company CEO Ron Armstrong also noted strong sales in Europe of Paccar's DAF Euro range of trucks. Based in the Seattle suburb of Bellevue, Wash., Paccar trades on the Nasdaq exchange.



Jason Van Pelt

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NEWS

Young welder wins big

A 22-year-old welder has won a \$40,000 scholarship sponsored by welding products maker Miller Electric Mfg. Co.

Andrew Cardin of Sutton, Mass., won the award for earning the welding spot on the 2015 SkillsUSA World Team, said a recent news release from Miller.

In its 22nd year, the Miller Electric International WorldSkills Competition Scholarship aims to “inspire young welders” as well as support the need for training across the industry, the release said.

The scholarship was awarded through the American Welding Society Foundation. Annual SkillsUSA events include the U.S. Invitational Weld Trials, where students compete to represent the U.S. at the WorldSkills event.

“I am a SkillsUSA alum myself, so I know the importance of connecting young people to these types of opportunities,” the release quoted Tim Temby, group president for Miller, which is headquartered in Appleton, Wisc. “As a global leader in welding equipment, we want to make sure our industry continues to be healthy and strong. By supporting programs like SkillsUSA, we can actively participate in the development of individuals who can enter the welding workforce ready to work from day one.”

Cardin said in the release that SkillsUSA helped him develop areas that interested him in schools. He plans to use his scholarship winnings to earn an associate degree and then a bachelor’s degree. The latter would likely be in education, welding engineering or metallurgy, which he hopes will lead to him becoming a welding instructor.

“Teaching is something that’s really in my DNA. SkillsUSA has broadened my horizons about what I can do with welding — not just be a welder in the field, but also go into training and other aspects of the trade,” Cardin



Andrew Cardin, 22, recently won a \$40,000 scholarship, sponsored by Miller Electric Mfg. Co.

said. “It’s been a life changing experience in every aspect of my life. The opportunities are more than you can possibly imagine.”

The welding foundation’s skills competition plays a “critical role in addressing the gap between education and the welding industry,” the release said. The industry anticipates a shortage of 400,000 welders by 2024.

Cardin represented his country at the WorldSkills event in Brazil this August. He won a Medal of Excellence and placed fifth among 38 welders.



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Demand for mobile mechanics projected to increase, says BLS

Jobs for heavy vehicle and mobile equipment service technicians are expected to grow by five percent between 2014 and 2024, according to the U.S. Bureau of Labor Statistics.

That growth is as “about as fast as average for all occupations,” according to the web version of the federal agency’s 2016-2017 edition of its Occupational Outlook Handbook.

The BLS projects that 10,100 new jobs in that classification — which appears to include mechanics who use service trucks in their work — will be added in the U.S. by 2024 compared with the 186,500 employed in that vocation in 2014. According to the BLS, duties of heavy vehicle and mobile equipment service technicians typically include traveling to worksites “to repair large equipment, such as cranes.” They also “repair and maintain engines, hydraulic systems, transmissions, and electrical systems of agricultural, industrial, construction, and rail equipment.”

The median pay — the level at which half those in the job earn more and half earn less — was \$45,930 a year or \$22.08 an hour in 2014. The median pay was \$43,820 a year or \$21.07 an hour in 2012.

While the technicians usually work indoors, the BLS report also notes that “some service technicians travel to worksites to make repairs, often driving long distances because it is often too expensive to transport heavy or mobile equipment to a shop.”

The technicians who specialize in field service are generally more experienced, the BLS notes.

Most of these technicians work for private companies although about 14 percent were employed by governments in 2014. That was double the seven percent who worked for governments in 2012.

Mobile heavy equipment mechanics, except engines, make up the bulk of the occupational category — 124,700 jobs in 2014, which is projected to rise five percent to 131,300 jobs in 2024.

Farm equipment mechanics and service technician jobs are expected to increase seven percent to 43,200 jobs in 2024, an increase by 2,900 jobs of the 40,300 in 2014.

Rail car repairer jobs meanwhile are projected to increase just three percent, to 22,000 in 2024.

Jobs for a similar occupation— diesel service technicians and mechanics — are also expected to increase faster than average — by 12 percent — in the decade leading up to 2024, according to the BLS.

The agency projects that 31,600 new jobs in that classification will be added in the U.S. by 2024 compared with the 263,900 employed in that vocation in 2014.

The median annual pay was \$43,630, or \$20.93 an hour, in 2014. It was \$42,220 a year or \$20.35 an hour in 2012.

“Diesel service technicians and mechanics inspect, repair, or overhaul buses, trucks, and anything else with a diesel engine,” the BLS says in its description of the occupation.

While it notes that most of the work takes place in “well-ventilated and sometimes noisy repair shops,” they also on occasion “repair vehicles on roadsides or at worksites.”



Technicians often have to perform repairs and maintenance in the field.

After-market emissions controls expected to become more popular

As many as two million class 6 to 8 trucks are expected to enter the after market for emissions control and after-treatment components by 2020, according to a recent news release from Frost & Sullivan.

Citing a new analysis, the market research firm predicts demand for those after-market components will increase manufacturers’ revenues to \$694.8 million in 2020 from \$308.7 million in 2014.

The study covers exhaust gas recirculation valves and coolers as well as diesel particulate filters, the release said.

DPFs will account for the bulk of the growth, according to the report’s executive summary. Their share of classes 6 to 8 emissions control and after-treatment components revenue is projected to reach 40.1 percent in 2020 from 14.4 percent in 2014 “because of the increasing replacement rate and the high cost of repair,” the summary said.

“The first batch of trucks outfitted with EGR valves, EGR coolers and DPFs since 2007 is exiting the warranty period,” the release quoted Anuj Monga, a Frost & Sullivan intelligent mobility research analyst. “These components will require continuous maintenance and periodic replacement, spawning new revenue streams in the class 6 to 8 truck aftermarket.”

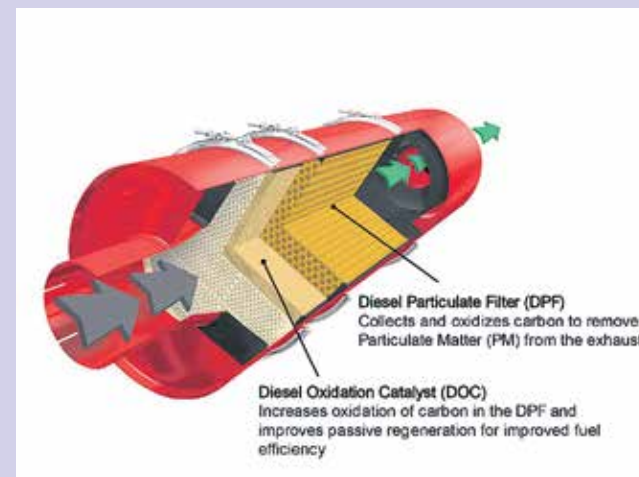
The technologies’ complexity and the young age of the market create a “high barrier of entry,” which the research firm says is the biggest challenge. Independent after-market stakeholders are also at a disadvantage because original equipment suppliers possess more of the technical knowledge and capabilities, the release added.

At present OESs such as Cummins and BorgWarner control over 90 percent of the revenue, the executive summary noted.

Despite such OES advantages, the report predicts independent manufacturers will provide intense competition as warranties expire, the release said. For example, those independents that have been relegated to DPF cleaning and periodic services “will begin to stake a greater claim to the market.”

The report predicts that the independents’ share of revenue will rise to 6.8 percent in 2020 compared with four percent in 2014.

Anyone wishing more information can access a complimentary copy of the executive summary from the Frost & Sullivan website, ww2.frost.com.



Demand for after-market diesel particulate filters is expected to grow significantly by 2020.



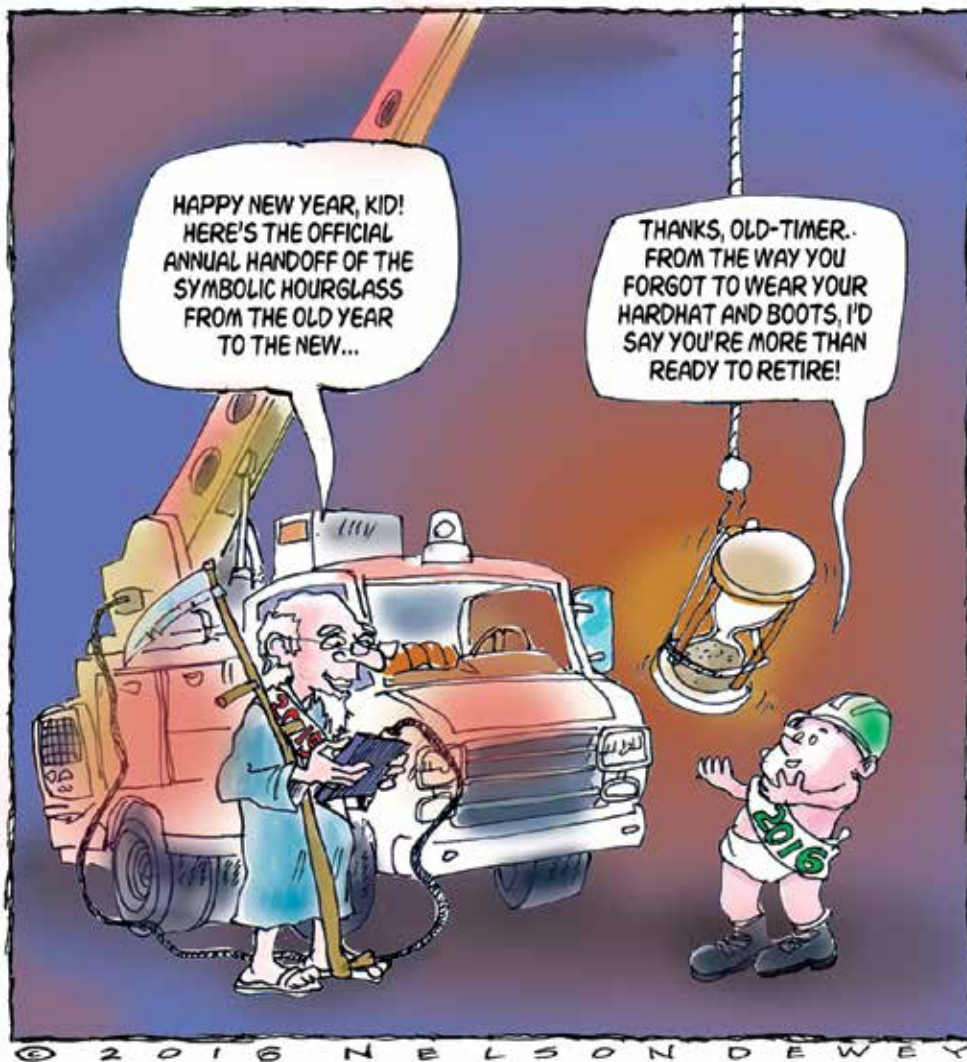
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EDITORIAL

Driverless disruptions coming, ready or not

It's difficult, if not impossible to predict the future. Well, astronomers can predict with great accuracy the timing of eclipses. But prognosticators in most other areas of human endeavor are about as accurate as astrologers.

We humans can, however, notice trends and imagine how they'll play out in the future — even if they take unexpected twists and turns. One trend that has caught a lot of attention in recent years is the disruptive nature of new technologies.

Actually, that's not a new trend at all — technology has always been disruptive. The Industrial Revolution disrupted a predominantly agrarian way of life, luring people into a manufacturing economy that, in North America, has largely been usurped by a service economy.

And now, that service economy is being disrupted by what its champions call a "sharing economy" and those disrupted by it describe in expletives.

Just a few years ago, nobody had heard of the ride-sharing service Uber — because it didn't even exist. Now it's disrupting (destroying) a moribund taxi industry.

Imagine a few years from now, though, when Uber's fleet of volunteer cars won't even have drivers. Not only is that within the realm of possibility, it seems increasingly inevitable. As Google has amply demonstrated, well-programmed computers are safer and better drivers than humans, who are easily distracted and over-confident.

Sure, a few things need to be worked out before self-driving vehicles take over the roadways — not the least being secure safeguards against system failure and hacking. Modern vehicles even with drivers have so much wireless connectivity that they're already susceptible to those threats.

It won't be in 2016, but within a decade or so driverless trucks will likely transport much of the world's ground freight. Canadian firm Suncor Energy Inc. announced in June 2015 that it was buying 175 driverless trucks for its operations in Alberta, the CBC reported. Around the same, Daimler tested self-driving trucks in the Nevada desert and on the German Autobahn.

Major transportation disruption, including the loss of millions of professional driving jobs, is coming soon.

Technicians with mechanics trucks will likely keep their jobs for a while longer. However, they might not drive their trucks to their service calls. And when they arrive to fix a transport truck that's broken down

on the highway, there won't be driver on board to explain the problem. But the truck's computer will.

We're not going to predict, yet, that the arrival of the robo-diesel-mechanic is imminent, although robotic dexterity is improving apace. Long before that we can expect other advances in transportation technology to disrupt many other industries.

One of the significant events of 2015 was the agreement among 195 nations in Paris to limit carbon dioxide emissions. Whether one thinks that's a good idea or not, one of the ways — maybe the primary way — to achieve the goal is through technological innovation.

Among those leading that charge is Tesla founder Elon Musk. His company is reinventing the automobile and poised to bring to the market, in late 2016, the Tesla X, which is expected to sell for around \$35,000 and have a range of 250 miles on a single charge.

Musk is also building a whole ecosystem around electric cars, including a Gigafactory for producing batteries en masse, charging stations, and Powerwall home battery packs rechargeable by solar panels. Detractors point out that at present solar panels can't meet the energy demands of a typical home. But those criticisms miss a key point — this is still the beginning of the disruption. Technologies like solar and wind energy have become more sophisticated and less expensive in recent years. And those trends have not bottomed out.

Moreover, other fascinating technologies are in their infancy. Carbon Engineering, a Canadian company, has built a \$9 million prototype plant near Vancouver that sucks CO₂ out of the air, extracts the carbon, which it turns into fuel, and emits from the process air that contains a quarter of the CO₂ that went into the system.

In interviews, Carbon Engineering founder David Keith, a Harvard climatologist and leading proponent of geo-engineering, has played down the capability of the technology to put a dent in the vast amounts of CO₂ in the atmosphere. However, the company's CEO, Adrian Corless, has noted that it has the capacity to be scaled up to make a difference.

Whether or not that CO₂-derived fuel would disrupt Tesla's plans for world domination remains to be seen. Whatever fuels the vehicles of the (near) future, though, it's looking more and more like they won't have drivers.



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full name, the city or town you live in, and a contact phone number.

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

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

Press releases: These should have something to do with service trucks and mechanics trucks in North America. We

might publish only part of a press release or use it as starting point for an article by one of our writers.

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

All submissions are subject to editing and publication cannot be guaranteed. The deadline for our next issue of *Service Truck Magazine* is Feb. 12, 2016. Sooner is always better than later.

About our cartoonist

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

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

To see samples of Dewey's car cartoons, go to his website, www.nelsondewey.com.

NEWS

Chassis sales slump slightly in September

Chassis sales declined 1.1 percent in September in the U.S. and Mexico, according to the National Truck Equipment Association's December 2015 OEM chassis report.

Chassis sales increased in Canada, the 12-page report noted. However, that increase of six percent wasn't enough to offset the declines in the other two countries.

In all three countries, sales of cutaway chassis slumped. Sales of all other chassis cab categories increased in Canada, while low cab-over engine and conventional cab sales increased in the U.S. and Mexico.

Graphs with the report show that sales in all three countries have trended upward since 2010. The report anticipates that growth will likely slow down in 2016 and 2017.

The September slump in sales followed a rebound in August when Mexico and U.S. sales were up nine percent compared with August 2015. In Canada, August sales were 8.8 percent higher in 2014 than in 2015.

The full reports are available as free downloads to NTEA members. Print subscriptions are also available for purchase.

U.S.-made equipment exports decline 17.6%

Global exports of U.S.-made construction equipment dropped 17.6 percent in the first nine months of 2015 compared with the same period in 2014.

The value of those U.S. equipment exports still totaled \$10.8 billion in the first three quarters of 2015, according to a recent news release from the Association of Equipment Manufacturers.

Equipment exports to Canada fell 15 percent year over year to \$4.4 billion. That still left Canada as the largest export market for U.S. equipment among the world regions cited in the report.

U.S. Exports of Construction Equipment

Jan. - Sept. 2015 compared to Jan. - Sept. 2014



Maps charts global decline of U.S. equipment exports over the last year.

Despite the drop, the release noted, "Statistics Canada recently reported that the economy returned to quarterly growth."

Possible reasons for the global decline include difficulty in exporting equipment with low-sulphur diesel engines, the strengthening of local manufacturing, and the strong U.S. dollar, the release said.

"It will be interesting to see where the global economy is going in 2016," the release added. "While exports might continue to slump, we will also be keeping our eyes on domestic demand and imports."

Africa experienced the greatest decline in U.S. equipment exports — down 36 percent, to \$611 million. South America dropped 28 percent, to \$1.4 billion while exports to Central America fell by 21 percent, to \$1.1 billion.

Declines were also double digit in Europe (11 percent, to \$1.4 billion), and Asia (10 percent, to \$1.4 billion).

Australia/Oceania had the smallest drop, five per cent, going down to \$645 million.

"The third quarter of 2015 marked the 11th consecutive quarter that U.S. construction equipment exports experienced year over year declines," the release said.

According to initial results, 35 percent of exporters surveyed for the AEM's third quarter North American Construction Equipment Industry Conditions Trends Report indicated their exports had decreased. Just over half, 50.9 percent, indicated the market had stayed stable.

Imports to the U.S. also declined in the third quarter by 5.71 percent year over year.

"Declining imports is a bigger signal to the U.S. market, especially now that imports are relatively cheaper under the stronger dollar," the release said. "In the third quarter AEM industry conditions survey, 42.3 percent of respondents indicated U.S. demand for equipment was lower this quarter vs. last year while 30.7 percent felt the market remained stable. For the next 12 months, overall growth is still expected."

A big cloud is expected to be the Chinese market, the ninth largest U.S. export, which has declined 25 percent through the first three quarters of 2015, the release noted. Another cloud hangs over Brazil.



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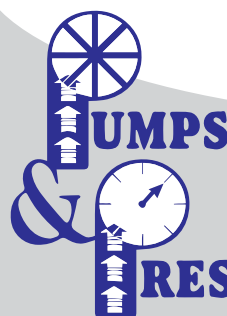
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COVER

Optimism abounds as new year dawns

continued from cover

"Some of the purchases are probably from pent-up demand," said Messer, who is president of Messer Truck Equipment in Westbrook, Maine. "But the business climate is busy and people need work trucks to do their job."

Post-recession growth continues

That rush to make up for lost time during the economic downturn and keep up with growth has some companies experiencing rapid expansion.

Brett Collins — president of Venco Venturo Industries LLC, a Cincinnati, Ohio manufacturer of truck-mounted cranes, service bodies, and hoists — said his company has grown by 45 percent in the last two years. He attributes part of the surge to internal leadership changes and part to just how much work is trickling

down from a variety of industries.

"Everything seems to be a really strong factor of what's going on elsewhere," Collins said. "If we're seeing a 1 or 2 percent increase in (gross domestic product), that may translate into an 8, 10, 15 percent increase in our industry."

In Canada, that demand is also shaping the flow of business from the U.S., said Albert Ribeiro, sales and marketing manager with Wilcox Bodies Ltd., a Milton, Ont.-based manufacturer of service, utility and crane bodies. A low Canadian dollar — it had sunk to less than 75 cents U.S. as this went to press — has Americans looking north to make big purchases.

"With the American dollar the way it is we see more sales coming into Canada because it's worth their while," Ribeiro said. "Also we're seeing a lot more Canadian



"Some of the purchases are probably from pent-up demand. But the business climate is busy and people need work trucks to do their job."

— Jeffrey Messer, president, NTEA

companies buying in Canada because when they go to the U.S., it's the opposite way."

Regardless of where they buy, he said, customers seem to have reached the end of the line when it comes to holding on to old equipment.

"What we've seen here with our company is we've just been going full tilt," Ribeiro said. "Everybody seems to be in the purchasing mode right now because they probably waited a long time to replace their fleet and there comes a time when they have no choice."

That's not to say it's all good news. Some in the industry say they're concerned about the energy market. Messer said it's clear oil prices need to go up before drilling and exploration take off again.

In Canada, that issue is particularly visible in Alberta, where business isn't taking off like it is in most other regions, said Don Moore, executive director of the Canadian Transportation Equipment Association.

"That's one area of concern, with the oil prices the way they are," Moore said. "I

don't know if there's much our government or (the U.S. government) can do to change what's happening there, because it's a much more global issue."

Political shifts anticipated

Ups and downs in the energy industry will be among the challenges for Canada's new government — Justin Trudeau, son of Pierre, became prime minister after his Liberal party won the majority of seats in the Oct. 19 federal election — and for the contenders vying off in the U.S. presidential election in November 2016.

Moore said leaders of both governments will likely have a role in shaping some big projects, like the Keystone XL Pipeline, that might effect the economics of the businesses that drive the service truck industry.

Collins, with Venco Venturo, said he expects the U.S. election to have only a minimal impact on business, perhaps with the exception of any major alterations to health care laws. He said his company is



"Everybody seems to be in the purchasing mode right now because they probably waited a long time to replace their fleet and there comes a time when they have no choice."

— Albert Ribeiro, sales and marketing manager, Wilcox Bodies Ltd.

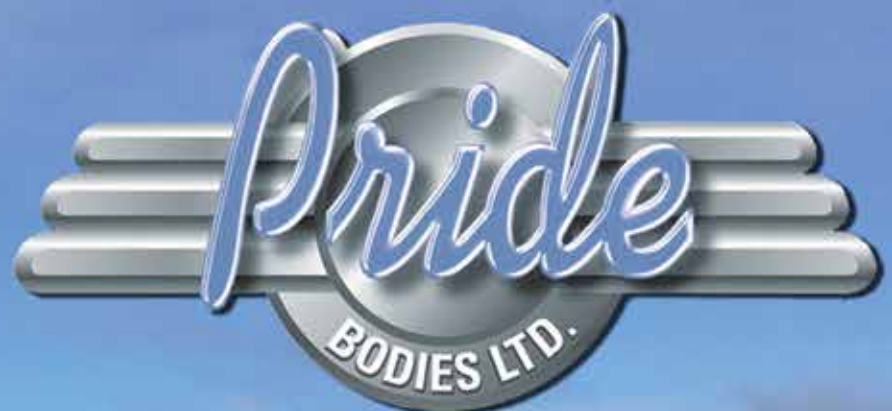
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COVER

“One of the ways that I think our industry and others are going to have to treat these labor shortages is that we’re going to have to go out and find people ourselves and train them.”

**— Brett Collins, president,
Venco Venturo Industries LLC**



still sorting out how to rework its plans to ensure they are affordable, but knows that a new administration on either side of the political aisle might shake things up all over again.

“It seems like all the insurance companies are waiting to find out what the rules would be,” he said.

In the U.S. and in Canada, industry leaders are also waiting to see how much their respective countries will invest in infrastructure. A major uptick in funding for highways, bridges and other critical development could mean significant business for work trucks.

Mike Kastner, managing director of the NTEA, said the next president is likely to have to tackle highway funding. He said it seems there’s room for agreement on a multi-year spending plan, but it’s still not clear where all the money will come from.

Because the industry is a big contributor to highways through the 12 percent federal excise tax on the sale of heavy-duty trucks, people are paying close attention, he said.

“The work truck industry also produces the trucks necessary to build and maintain our roads,” Kastner said. “As such, we are concerned with how much money is available to the highways and how those funds are raised.”

Tighter regulations in the offing

New leaders on both sides of the border will also get a chance to weigh in on the regulations governing vehicles on the road.

At the NTEA, Kastner is keeping a close watch on the second phase of federal greenhouse gas and fuel efficiency regulations for trucks. His agency has submitted comments on the proposed rules, and he said a final rule could likely be issued in the spring.

Kastner expects those new regulations – which would require that trucks be more efficient and produce fewer greenhouse gas emissions – would go into effect starting about four years later.

“This would come at significant costs to truck purchasers,” he said. “For instance, the government estimates the payback period from reduced fuel consumption for the increased cost to vocational truck buyers would be six years.”

Ribero, with Wilcox Bodies, said he’s seeing customers gear up for those changes already. They want lightweight bodies made with aluminum and smaller trucks than they would have purchased in years past. It’s a trend he thinks has been picking up speed for the last three years.

“I think more fleets are downsizing the size of the vehicle, just because of safety issues and fuel,” he said.

Moore said Canada’s emissions standards will likely mirror those in the U.S., though they may be administered differently. He expects to see changes coming from

the U.S., regardless of which party wins the White House in the fall.

Kastner said regulators are likely to continue drilling in on issues of distracted driving.

“We expect to see proposals for collision avoidance technologies in the future,” he said.

As tech booms, good workers in demand

Across the industry, advances in technology are continuing to change the way equipment is built, sold, and repaired.

Moore said it could be a particularly exciting time to be in the business of manufacturing chassis, even though developments like crash-avoidance technology get more attention.

Work trucks are likely to continue to look more like mobile offices, equipped with wi-fi, tablets, computers, and smartphones, and each device sharing information with each other through the Internet, Messer said.

“In general, our industry is slow to adopt new technologies, but this trend is gradually changing,” he said.

At the same time, however, companies continue to struggle with finding enough qualified workers to join the evolving industry.

“I just seems like less people are getting into this kind of a trade versus maybe they just want to get into computer technology, versus the manufacturing end of it,” Ribeiro said.

He said it’s clear it’s not just his company or his side of the industry. Across the manufacturing industry, he’s heard of companies struggling to find good welders, assemblers, and other workers.

Collins said he believes companies aren’t going to have luck hoping workers will come to them equipped with the right skills.

“One of the ways that I think our industry and others are going to have to treat these labor shortages is that we’re going to have to go out and find people ourselves and train them,” Collins said.

Messer, who called the worker shortage the “top issue” across the country, concedes that not much immediate progress is being made. But in 2016, he said, more people are aware of the problem and interested in encouraging different paths for young people.

“College isn’t the answer for everyone and we need to help more people realize there is a viable career waiting for them in the work truck industry,” he said.

Erin Golden is a writer based in Minnesota.



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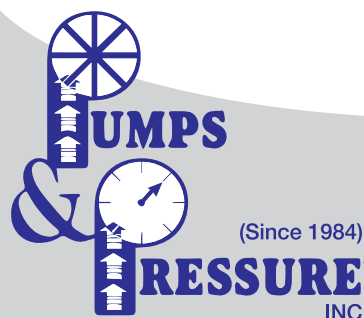
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COVER

DEF systems vex users *continued from cover*

shut off. We have some problems with the DEF pump module. But the most common is unknown contamination in the tank.”

Contamination also an issue at truck stops

Vanatta says that at first a lack of education was the problem because many users were unaware of how easy it was to contaminate DEF fluid. Now, however, he believes there's a similar contamination issue at truck stops.

“We had guys filling their tanks with old oily funnels or carrying jugs of this stuff around with them,” Vanatta says. “They use the jug. What was left in the jug would dry out. They'd put more DEF in there. So then you're dumping crystals in there. I don't see so much of that any more. Most of the contamination we get in here, guys say they filled up at the truck stops out of a pump. I think that stuff sticks on the end of the nozzle and dries up and you get the same situation. They're dumping that dried up stuff in their tank every time they fill up at one of those places.”

C&S Motors in Flint, Mich., only recently converted to DEF, having previously attempted to treat emissions in-cylinder, says Brian Klosterman, the service and operations manager. In his short experience dealing with DEF, though, Klosterman has seen the frustrations of his customers and experienced enough of his own.

“The whole after-treatment system in general, they've become a lot more complicated since 2007,” says Klosterman. “Nobody has any fun working on them. They fail a lot. Whether it's the DEF system, the SRC (selective catalytic reduction) system, it's very problematic. The biggest problem is that it's not something you can send a local guy on. If he doesn't have all the software, diagnostic training and tooling, there's nothing he can do with it.”

“The biggest problem is that it's not something you can send a local guy on. If he doesn't have all the software, diagnostic training and tooling, there's nothing he can do with it.”

**— Brian Klosterman,
C&S Motors of Flint, Mich.**



Diesel exhaust fluid has become a fact of life for many operators, with more and more truck stops and service stations providing the fluid. Photo by Matt Jones

Volume of problems causing long waits for fixes

Klosterman says that his shop is regularly swamped with trucks with emissions problems, to the point where most work has a two-week wait. He also says that it has been a financial hardship for dealerships who provide repair services. That's because many of the DEF-related issues fall under warranty repairs – which are paid at a highly reduced rate.

“It's been a huge financial impact,” says Klosterman. “When you're working on an emissions system that, for example, takes 10 hours to repair and they only pay you (for) four of them. Warranty repairs can be 60 to 70 percent of a dealer's revenue. That's a huge loss when you're taking a loss on every job.”

The other issue that has caused great consternation for users in more northern climates is DEF's relatively high freezing point. Greg Liedl, the transportation coordinator for Bemidji Area Schools in Minnesota, says the first day back from Christmas vacation in

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Though the tank is encrusted with dried diesel exhaust fluid, employees at Bayview Trucks and Equipment in Fredericton, N.B., keep the nozzle itself in water to avoid contamination. Photo by Matt Jones

2014 had to be postponed because of cold-weather related issues, primarily frozen DEF.

"It all depends on the severity of the winter," Liedl says. "We came off an 11-day hiatus from Christmas break and came back to 37 degrees below 0. What do you expect? All my stuff sits outside. My counterpart to the north of me at Red Lake, he's got 52-degree indoor storage. He doesn't have any problems. But if you sit outside for 11 days, you have to drop the tank. We had to drop the 15-gallon tank and let it thaw. There's no fast way."

Cold weather trouble for larger fleets

Liedl says while this is a minor issue for many school district transport coordinators who may only have one or two buses which use DEF, his fleet has more than 20. He does indicate, however, that a recent change in how the system reacts when it isn't getting DEF has been beneficial.

"When it wasn't getting DEF, it didn't shut it down to the five per cent AP rating level. It took it down to, I believe, 45 or so. I can still chug along with that and pick up kids on

"We had a truck that got so badly coked that it plugged up the entire emissions system and backed right into the turbo of the engine. It was pretty much destroyed."

— Matt Henry, Vancouver Island Helicopters, B.C.

a bus route. My buses don't get up to highway speed all the time like an interstate trucker. I'm starting and stopping all over country roads and back area. I can motor along at that speed."

Matt Henry, operations equipment manager for Vancouver Island Helicopters in British Columbia, Canada, says that his crews are often working in colder weather and the logistics of utilizing DEF fluid are contrary to the logistics of their job.

Cold-weather idling exacerbates troubles

"We did have other significant problems with DEF and emissions control equipment beyond it freezing," Henry says. "Part of it was probably due to the trucks idling for longer periods of time. Often in colder temperatures, you might never shut your engines off and just let things idle. But that's hard on emissions stuff and it tends to coke things up. We had a truck that got so badly coked that it plugged up the entire emissions system and backed right into the turbo of the engine. It was pretty much destroyed. They couldn't even clean it."

The end result is a system that users are wary of, and in many cases, will go out of their way to avoid. Some users told us about putting money into keeping older trucks running rather than purchasing newer models in order to avoid using DEF altogether. For Klosterman and many others, these issues must be addressed.

"They talk about (lowering) emission being a good thing, and it is, when they're working right," Klosterman says. "When they're failing, they have the worst emissions you could ever imagine. My shop is stinkier now than it's ever been. They're not working properly most of the time. It's frustrating, not just for the customers but for us. The problem is the system — this isn't the final solution. This is a stop-gap method to meet emissions standards, but this can't be the solution. Most of these trucks can't get from one oil change to the next without going in the shop for some kind of emissions related problem. You talk to companies and drivers, people are angrier than they've ever been because of that stuff."

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



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NEWS

Green Truck Summit promises enhanced educational program

The 2016 Green Truck Summit features “more comprehensive educational program for 2016,” says a recent new release from the organization that produces the event.

This year the summit, which coincides each year with the Work Truck Show, includes “in-depth general sessions on cutting-edge innovations for vocational trucks” on the opening day of March 1, 2016, says the news release from the National Truck Equipment Association.

More than 30 concurrent sessions take place the next two days, says the NTEA, which promotes itself as the Association for the Work Truck Industry.

The summit, March 1-3, and the Work Truck Show, March 1-4, take place at the Indiana Convention Center in downtown Indianapolis. Exhibits at the Work Truck Show are open March 2-4.

“We have united the Work Truck Show and Green Truck Summit concurrent schedules on March 2 and 3, so educational registrants for either event can attend any concurrent session on those days,” Doyle Sumrall, NTEA managing director, said in the news release. “In addition to providing attendees with more diverse learning opportunities, the schedule shift allows us to host more Green Truck Summit general sessions on March 1. We are going to use this additional time to cover trending topics like CNG and telematics, which have broad appeal.”

Tickets are required to attend the Green Truck Summit general sessions on March 1 as well as special concurrent



2015 Green Truck Summit draws a crowd.

sessions. Admission to the sessions are also included in the Work Truck Show & Green Truck Summit Complete Event Package and Green Truck Summit Conference & Trade Show Package.

March 1 Green Truck Summit Sessions include “Work Truck Trends and Outlook for Alternative Fuel Technology,” “CNG’s Future in a Market of \$2.50-per-Gallon Gas,” and “Telematics: Finding Value Beyond Route Optimization.”

During the March 1 session titled “Technology Solutions Almost Within Reach,” industry experts including Reuben Sarkar, deputy assistant secretary for transportation with the U.S. Department of Energy, will explore the promises of driverless vehicles, advanced batteries, in-motion charging, and fuel cells.



Reuben Sarkar, deputy assistant secretary for transportation with the U.S. Department of Energy, speaks at Hudson Institute conference in May 2015. Creative Commons License

Other Green Truck Summit sessions examine the following:

- recent developments in Phase 2 greenhouse gas regulations for work trucks;
- economic benefits of “lightweighting” strategies for commercial vehicles.
- data security and telematics;
- driver behavior and fuel management; and
- choosing green solutions that save on fleet operation costs.

A complete schedule of the Green Truck Summit can be found at www.ntea.com/greentrucks Summit/schedule.



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National Ford Truck Club covers service body sector

Club sponsors include many familiar names in the service truck industry

MARK YONTZ

In today's business world — where networking, collaboration, and influence are all valued — there seems to be an association for just about every profession you can imagine. So it should be no surprise there exists an established group of industry professionals who share a common bond when it comes to Ford Motor Company trucks.

First created in March 2006 during the National Truck Equipment Association's Work Truck Show in Atlanta, the National Ford Truck Club is a collaborative effort of various Ford regional clubs throughout the United States. The national club's mission is simple: to increase the effectiveness of members through education, the exchange of ideas between peers, and exposure to resources and procedures used by other Ford professionals.

Service truck body makers and accessory manufacturers have a prominent role in the club, if postings on its website are any indication. Instructional video segments from NTFC sponsors — such as The Knapheide Manufacturing Company, Reading Truck



Ford chassis and service bodies go together, as evidenced by this display outside Ford's giant tent at the recent Demo Expo trade show in Louisville, Ky.

Photo by Keith Norbury

Body, Palfinger, Vanair, Caseco, Adrian Steel, Telogis, and Rousch CleanTech — share information about new products, for example.

Club came together nine years ago

Regional clubs dedicated to all things Ford — some more than 50 years old — have long been spread across the country. However, some of the industry's leaders also realized something even bigger was needed, which is why and how the national club was conceived nine years ago.

"There was a realization that the majority of fleet and commercial sales professionals were located too far away to travel to any club and benefit from what they had to offer," explains Joe Hughes, the National Ford Truck Club's current president and one of the organizers of the first gathering of regional club representatives back in 2006.

Building camaraderie, discussing challenges and insights on new developments related to customer satisfaction, and sharing information on industry trends and changes in body types are among the aims of the national club, says Hughes, who is also the director of Alt Fuels Partners, a national supplier of alternative fuel-powered Fords to members of the National Joint Powers Alliance.

"We (the NTFC) help professionals understand the products available and the best uses for those products so they can better meet the needs of their customers," Hughes says. "By seeking to help our peers — some of whom are our competitors — become the best they can be we all get better. The old saying 'A rising tide raises all ships' is something we believe to be true."

Ford seen as a leader in service segment

According to Hughes, the NTFC also helps members locate, or up-fit vehicles suited to the various professions that use Ford trucks and vans. This includes all types of service-oriented needs, which makes sense given Ford's leadership in the service truck marketplace.

"Ford has earned a market share of approximately 50 percent of the work truck business in classes 2 through 7 over a period of decades," Hughes says. "So our emphasis is on 'keeping the edges hot' and continuing to show the value of the Ford line to all users and all vocations."

Needless to say, Hughes is a big proponent of Ford and what it offers in the service truck category. But he knows the customer landscape has also changed quite a bit over the years, which has required Ford to re-think how it markets and sells its products.

"Fifty years ago, people took sides and were a 'one brand' person, almost as if it were a



"There was a realization that the majority of fleet and commercial sales professionals were located too far away to travel to any club and benefit from what they had to offer."

— Joe Hughes,
president, National
Ford Truck Club

badge of honor. People in business today, though, want vehicles that are reliable, affordable and suited to their specific use," says Hughes, while promoting the value of Ford trucks today.

Online portal offers news and reviews

If your job involves selling and/or using Ford trucks, you might find the resources of the NTFC's online portal useful. For example, product reviews

and links to related trade groups are available online, as are numerous posts regarding the latest in industry, truck club, and sponsor news.

Since 2007, the organization has also produced *FordPros*, a free quarterly publication available in print and digital formats. You can sign-up online to receive the publication, but PDFs of all the back issues are posted on the NTFC website and are easily accessible for anyone interested.

"We consider a member to be any sales professional at a Ford dealership, who focuses energy on the business or commercial aspect of vehicle usage," Hughes explains. "Our publications, as well as our website, are dedicated to help every member to be involved in continued self-improvement and product awareness, including the various enhancements that make the vehicle best-suited for customers, thanks to the great products of our sponsors."

For more information regarding the NTFC, including contacts for other Ford regional clubs, visit www.nationalfordtruckclub.com.

Mark Yontz is a freelance writer from Urbandale, Iowa.



Rob Fiegner, corporate service manager for Clinton, Okla.-based Western Equipment, and his Ford F-350 with Caseco service body were featured in the summer 2015 edition of *FordPros*, the official magazine of the National Ford Truck Club.



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BY DAN ANDERSON

Spec My Truck

Big, shiny and well-equipped

This Oklahoma service truck looks good and works great.

From the right angle, Dwayne Groves's personalized service truck looks like something from a Mad Max movie.

The front end of his 1983 Peterbilt 359 is framed by a massive Herd-brand "Big Tex" deer deflector. His 500-horsepower Cat Model B 425 engine defies EPA-standards ("Yeah, I've played with the smoke screw and air screw a little bit," he confesses). Twin, chromed eight-inch diameter Rod Pickett exhaust pipes tower 13 feet, six-inches into the skies around Covington, Okla.

But for all the chrome and shine on the cab, the custom-designed service body is pure business.

"I had STI (Service Trucks International) build me a 14-foot service body along with a 48-inch wide custom-built STI box that I mounted between the cab and the service body," Groves says. "The box has roll-outs that hold my welder/generator (a Lincoln Ranger 250) and air compressor (Mi-T-M Model 14 two-stage compressor). One rolls out the left side and one rolls out the right side. I had STI put remote keyless locks on all the doors on the service body, along with LED strip lights from top to bottom in every box."

All the toolboxes and drawers inside the service body are Eagle Pro II, and a 14,000-pound Eagle Tiger crane handles lifting chores. The crane's hydraulic outriggers serve double-duty when Groves needs a hydraulic press.

"If you put planks down under the left outrigger, you can use that outrigger for a hydraulic press," he says. "The controls are right there and they're easy to feather for precision work. (The outrigger) makes a better press than you might think."

The truck's PTO-powered hydraulic system is plumbed to special Pioneer-type agricultural hydraulic couplers mounted near the back hitch. Groves works almost exclusively on agricultural machinery, and as part of his business often transports large equipment for hundreds of miles. The hydraulic couplers allow him to connect to the machinery's hydraulic system and raise, lower, fold, and unfold equipment that might be 60 feet long and 60 feet wide when in field position, then fold to a "compact" 23 feet wide and 16 feet tall for road transport.

A few harrowing experiences while towing ungainly equipment led Groves to install a wireless, rear-view camera system. From a screen in the cab of his truck, he can toggle between a rear-facing camera on the back of his truck ("It helps when you're hooking up to

equipment") to a separate camera mounted on a magnetic base that he sticks on the rear of the machinery he's towing.

Future plans for the truck include addition of an on-board power washer. Instead of using a powered unit, Groves plans to install a 100- to 150-gallon retrofitted propane pressure tank, fill it with water, and then pressurize it to 175 psi with his air compressor.

"That way I've got an on-board water supply and don't have to take up space with a separate power washer," he says. "My pressure washer and water supply will all be in one unit."

Groves works nearly full-time for a local John Deere dealer, but instead of being an employee of the dealership, he is an independent contractor responsible for his own insurance, taxes and benefits.

"If you put planks down under the left outrigger, you can use that outrigger for a hydraulic press. The controls are right there and they're easy to feather for precision work."

**— Dwayne Groves,
Covington, Okla.**

"I started out just working on their lot, fixing things outside, but things have worked so well that they built a 65 foot by 100 foot shop for me and my crew to work in," he says.

Groves's dream truck didn't come easily, nor cheap. He admits he and STI "tussled" over its design.

"I'd tell them what I wanted, and they'd say, 'You can't do that.' So then I'd say, 'OK, then can you do this?' They worked hard to give me what I wanted, and I'm really happy with the results."

Cost-wise, Groves values his truck and tools at around \$350,000. "But that's without the labor I put into customizing the cab and chassis," he says. "I put air ride under the cab, a hardwood floor in the cab, and plan on upholstering the interior with cowhide. I keep thinking of new things I'd like to put on it or in it. It will probably never be completely finished, but I'm totally happy with it."



The hydraulic outrigger can provide a quick and dirty hydraulic press for field repairs.



The stickers on the drawers say Mac Tools, but the tool chests are Eagle II brand.

Service Trucks International built a custom box with roll-out drawers on each side for easy access to this Lincoln Ranger 250 welder/generator and Mi-T-M Model 14 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.

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A massive Herd-brand "Big Tex" deer deflector frames the front end of the 1983 Peterbilt 359.



The shine on the big truck's chrome is courtesy of Groves's two sons — Wyatt, 11, and Wade, 13. Groves and his wife, Jonita, also have two daughters — Jaelyn, 14, and Jennifer, 8.



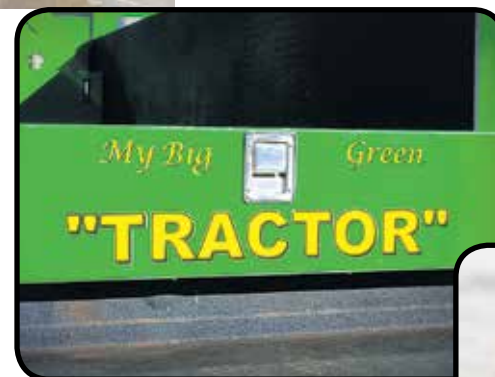
Hardwood flooring and tuck-and-roll upholstery are part of an ongoing customization of the cab.

Left: Hose reel for half-inch i.d. air hose shares a compartment with an assortment of heavy-duty hydraulic bottle jacks.



Above: A 14,000-pound Eagle Tiger crane handles lifting chores.

The Big Green Tractor shines in John Deere colors.



Groves attaches a wireless rear-view camera mounted on a magnetic base (here stuck on the work deck of the truck) to the rear of large equipment he tows.



A rear-view camera is permanently mounted to the left rear corner of the truck's service body.



Rope lighting not only illuminates the storage compartments, but also lights a wide radius around the truck.



Wireless, keyless locks control access to all compartments on the truck.

SHOW PREVIEW

Annual Work Truck Show ready for return to Indy

continued from cover

Indiana Convention Center. It coincides with the NTEA's Green Truck Summit also taking place that week at the same venue.

Among the exhibitors at the Work Truck Show will be well-known service body makers such as The Knapheide Manufacturing Company, Iowa Mold Tooling Co. Inc., Maintainer Corp. of Iowa Inc., and Wilcox Bodies Ltd. Also exhibiting are accessory makers like Miller Electric Mfg. Co. Ltd., Vanair Manufacturing, VMAC, Boss Industries, and Parker-Hannifin. Chassis makers with displays include Ford, Freightliner, and Hino. (See related story for more info.)

"Our many successful years in Indianapolis have allowed us to expand the Work Truck Show in both size and scope, and we look forward to returning to the city in 2016 and 2017," NTEA executive director Steve Carey said via email. "The show continues to garner high professional attendance, product and technology introductions, and new exhibitor participation. This is the leading event for the work truck industry, offering resources and solutions to help make operations more efficient, productive and profitable."

The 2015 Work Truck Show set an attendance record of 11,005, surpassing the previous record of 10,408 at the 2012 show.

According to the NTEA, which markets itself as the Association for the Work Truck Industry, the 2015 show featured 496 exhibiting companies from 23 countries, and more than 350 commercial trucks on display. The total exhibition area was equivalent to 9.8 football fields and boasted 11 acres of carpet and around 40 miles of carpet tape.

Drop by the magazine's booth

Service Truck Magazine will have a booth (2635) for the first time at the show. Staffing the magazine's booth will be publisher Tom Henry, sales manager Nick Moss, and editor Keith Norbury. The trio attended the 2014 show and were impressed by what they saw.

"I learn more at the NTEA show than I do at any other single event of the year," Henry said. "It gives me a better understanding of the issues affecting the service truck industry and how they affect our readers and advertisers. The show is a lot of fun too, so it isn't hard to convince the



Lee Hurlbert (left), of Dakota Bodies Inc. of Watertown, S.D., talks with Joe Steffano of J.E.S. Enterprises Inc. of Boston, and Dave Converse (right) of Dakota at the Dakota stand at the 2015 Work Truck Show.

staff to get on the plane to Indianapolis!"

Moss, who will be attending his third straight Work Truck Show, said he expects it will again be "a great showcase" for products and services related to mobile service and repair.

"If you want an annual show to attend, head to Indianapolis for new innovative designs and to connect with industry insiders," Moss said. "Really, this show has it all."

The year's Work Truck Show kicks off with an opening reception at the JW Marriott Hotel next door to the Indiana Convention Center. The reception, which requires a ticket, takes place March 1 from 6:30 to 9 p.m.

Tickets for special events, such as the opening reception and the president's breakfast, are included in the Work Truck Show & Green Truck Summit Complete Event Package and Work Truck Show Complete Event Package. The tickets can also be purchased separately.

No ticket is necessary to take part in the Work Truck Show Ride-and-Drive. Anyone wishing to test drive, though, needs a commercial driver's licence, although those without a CDL can ride along. Participation is first-come, first served. The ride-and-drive takes place in conjunction with the Green Truck Summit from noon to 4:30 p.m. on March 2 and 3.

"To keep pace with the evolving advanced truck technologies and alternative fuels market, the Work Truck



The Knapheide Manufacturing Company is among the many service body makers again exhibiting at the Work Truck Show.



Lucia Lahr, president of Industrial Truck Bodies of Santa Maria, Calif., talks with Neil Koenig, vice-president of Houston-based Liftmoore Inc. at the Liftmoore booth during the 2015 show.



Nick Moss, Service Truck Magazine sales manager (left), chats with Tim Worman, business development manager for Iowa Mold Tooling Co. Inc., at IMT's booth at the 2015 show.

Show Ride-and-Drive will include a closed-access driving area in addition to the traditional open-road test-drive course," says a posting on the show's website.

New products in the spotlight

The 2016 Work Truck Show again features a New Products Spotlight. Among the products in the spotlight will be a fiberglass body insert from Altec Industries; an Infinity35 rotary screw air compressor from Boss Industries Inc.; a contractor body from Casco Manufacturing Inc.; a RamDrive 4x2 PTO; an enclosed lube skid from Taylor Pump & Lift; the FST 3000+Air unit from Vanair Manufacturing Inc.; the HT66KX service crane from Venco Venturo Industries LLC; and the Raptair-G30 rotary-screw gas-driven air compressor from VMAC.

The NTEA credited new product introductions as a major draw in 2015. They included the new Metris mid-sized van from Mercedes-Benz; Hino's new class 4 model, the 155; and the Razorback composite service body from Stahl.

"Recognizing that we had multiple global reveals, a record-breaking 24 press conferences and more equipment on display than ever before is a testament to the critical role the Work Truck Show has come to play in the commercial truck industry," NTEA executive director Steve Carey said in a news release announcing the attendance record. "The energy and excitement on the show floor reflects an industry that is expanding and economically sound."

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SHOW PREVIEW

Organizers weren't prepared to predict what attendance might be in 2016. However, all booth space has sold out with a waitlist being taken.

Indy hosts for sixth straight year

The NTEA, which was founded in 1964, now represents more than 1,750 companies "that manufacture, distribute, install, sell and repair commercial trucks, truck bodies, truck equipment, trailers and accessories." Members also include major chassis manufacturers and buyers of work trucks.

While the NTEA typically had an annual general meeting in its earlier years, the Work Truck Show is something resembling its present form dates only to about 2000. (A photo posted recently on the show's Facebook page reveals that a precursor to the Work Truck Show took place in New Orleans in 1971.)

In the past, it has alternated among several cities, including Atlanta, Baltimore, Orlando, St. Louis, Chicago, and Indianapolis.

Since 2011, the show has made a home in Indianapolis at the Indiana Convention Center in the city's downtown. The 2017 Work Truck Show will also return to Indianapolis, March 15 to 17, with education programming starting March 14. Those dates avoid a conflict with the triennial ConExpo-Con/Agg heavy equipment trade show in Las Vegas, happening March 7-11, 2017. In 2014, the two shows took place the same week, a snafu that made it difficult for some exhibitors and visitors to attend both shows.

Even so, the NTEA reported that the 2014 Work Truck Show drew more than 10,000 attendees, similar to the 2013 attendance. Indianapolis also hosted the Work Truck Show in 2005 and 2007, breaking attendance records in those years as well. The convention center's trade show floor covers over 500,000 square feet.

"Largest gathering" of work trucks

The show is "North America's largest gathering" of class 1 to 8 vocational trucks and equipment, "including chassis, bodies, components and accessories," says a posting on the show website. According to the Work Truck Show Twitter feed, 15,251 hotel nights were booked in Indianapolis during the 2015 show.

The NTEA has arranged for blocks of room at discounted rates at several hotels near the convention center. Show attendees can reserve rooms through the show website by clicking on the Hotel & Travel button and then the "Reserve Your Hotel" banner.

As in the past, an interactive floor plan provides information about exhibitors. A My Show planner enables visitors to plan their own agendas.

New features at the 2016 show, according to the NTEA, include the following:

- an expanded educational curriculum that unites concurrent sessions of the Work Truck Show and the Green Truck Summit;
- an immersion session on integrating millennials into the industry;
- workshops on lean techniques for up-fitters;
- an immersion session on the fundamentals of fleet management;
- courses on effective maintenance and repair programs.

The 2015 Work Truck Show was a busy occasion and an unqualified success, according to interviews with exhibitors and other attendees

"I think this is our 17th or 18th year and this is by far the best one we've had," said Lee Hurlbert, one of the original partners of Dakota Bodies Inc., who now works in sales for the Watertown, S.D.-based company. "We're extremely pleased. And the turnout, the quality of people stopping in at the booth and talking, it's been great."

Jim Phillis, product support manager with American Hydraulic Compressor, attended the show for the first time and was impressed. (The company is back this year in booth 5971)

"We've had a lot of interest, not only met a lot of possible customers but other vendors as well," Phillis said. "So it's been very interesting for a first-time visit."

Educational sessions abound

As in the past, the 2016 Work Truck Show will feature dozens of educational sessions, many of them held concurrently with the Green Truck Summit.

According to the NTEA, educational topics include the following:

- Workforce development and stability.
- Maximizing return on equipment dollars.
- Upcoming government regulations.
- Current market and equipment trends.
- Controlling fuel and operating costs.
- Strategies to enhance fleet productivity.
- Vocational truck productivity and sustainability solutions.

Among the special sessions, which require a ticket, are "Integrating Millennials into Organizations for Long-term Success," presented by Amy Hirsh Robinson of the Interchange Group; "Straightforward Approach to Lean Implementation for Truck Equipment Upfitters," presented by Ed Hlava and Art Thomas of Purdue Manufacturing Extension Partnership; and "Generation Next Leadership Workshop & Networking Reception: Flying in Formation," present by Greg "Boss" Wooldridge, former commanding officer of the Blue Angels, the U.S. Navy's flight demonstration team.

The Work Truck Show also includes update sessions from various chassis manufacturers, including Western Star, Chevrolet, Freightliner, Mack, Isuzu, Kenworth, and Ram.

Leno to play to breakfast crowd

Also requiring a ticket is the President's Breakfast and NTEA annual meeting the morning on Thursday, March 3. The 2016 speaker will be comedian Jay Leno, formerly host of TV's *The Tonight Show*, and an avid car collector.

A Work Truck Show "Blues Bash" takes place at the historic Slippery Noodle Inn, said to be the oldest bar in Indianapolis, from 7 to 10 p.m. on Thursday, March 3 — the eve of the show's final day. The bash features the Jeremiah Johnson Band.

The many tips for show goers on the Work Truck Show website include the following:

- Bring plenty of business cards.
- Wear comfortable shoes.
- Dress as business casual but also pack something to wear for a night out on the town.

For much more about the show, visit www.worktruckshow.com.



Work Truck Show at a glance

The following are a few snippets about the Work Truck Show, according to the NTEA, which organizes the event:

What: The largest work truck event in North America.

When: March 1-4, 2016, making it the year's first vocational truck event.

Where: Indiana Convention Center, Indianapolis.

Size: Displays cover more than 500,000 square feet of exhibition space.

Keynote speaker: Jay Leno, former host of TV's *The Tonight Show*, speaks at the show's President's Breakfast, March 3.

Concurrent event: Green Truck Summit, March 1-4.

Productivity and Fuels Pavilion: Highlights advanced vehicle technologies and fuels.

Special sessions: New immersive educational sessions include strategies to enhance fleet productivity and optimize fleet vehicles.

Chassis updates: 14 sessions promote what's new.

Ride-and-Drive: Take a truck for test-drive or come along for a spin.

Website: www.worktruckshow.com.



Visitors to the 2015 Work Truck Show stroll past a Caseco service body.

File photo by Keith Norbury

More Work Truck Show news on page 19



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SHOW PREVIEW

Data-driven sessions at Work Truck Show

Leveraging data to improve fleet performance and maintenance will be the subject of one of the many educational sessions at the 2016 Work Truck Show.

"Acquiring and Using Fleet Data: What You Can Learn From Your Equipment" is among the numbers-driven sessions at the show, which takes place March 1-4 in Indianapolis.

The Indiana Local Technical Assistance Program is presenting this course, which promises to show how truck data loggers can help predict component failures and limit vehicle downtime, said a new release from the show organizer.

"The right data can help fleet operators enhance productivity, control costs, maximize investments and stay ahead of the competition," the news release quoted Steve Carey, executive director of the NTEA, a.k.a. the Association for the Work Truck Industry, which produces the annual show. "But for the best results, you have to know what data is critical and how to leverage it for each fleet's specific needs. At the Work Truck Show 2016, attendees can find answers to these types of questions and learn effective strategies for improving fleet operations."

Related sessions at the show include the two-part "Maintenance and Repair Shop Management," and an updated "Fleet Management 101: Fundamentals of Truck Fleet Management" seminar.

For more information about the Work Truck Show, visit www.worktruckshow.com.

Check out who's exhibiting at 2015 Work Truck Show

Among the many service truck-related exhibitors at the 2016 Work Truck Show are the following (with booth numbers in brackets):

Adrian Steel Co. (1605)
Altec Industries (2401)
AG Body Inc. (928)
American Eagle Accessories Group (5540)
American Hydraulic Compressor (5971)
Auto Crane Company (4339)
Auto Truck Group (4991)
Bauer Compressors Inc. (5662)
The Berkebile Oil Company Inc. (2305)
Blue Ridge Manufacturing (5073)
BrandFX Body Company (2241)
Bolt Locks by Strattec (4387)
Boss Industries Inc. (3039)
Casco Manufacturing Inc. (4783)
Chelsea Products Div of Parker (1641)
Chevrolet Commercial Vehicles (1829)
Clean Energy Fuels (5562)
ComeUp USA (5439)
Compressed Air Systems LLC (3165)
Coxreels (223)
Cummins Inc. (4377)
Cyclone by Sullivan Palatek (4291)
CTech Manufacturing (5375)
Dakota Bodies (5183)
Del Hydraulics Inc. (3054)
DirectDrive Plus (3767)
Eaton (4049)
EZ Stak Inc. (4699)
Fairview Fittings & Manufacturing Inc. (409)
Ford Commercial Vehicles (3239)
Freightliner Custom Chassis Corporation (4347)
Freightliner Trucks (4661)
Isuzu Commercial Truck of America Inc. (4639)
Getec Inc. (3128)
Goodall Mfg. (3577)
Hannay Reels Inc. (5480)
Hansen International Inc. (5052)
Hino Trucks (4139)
IAA Specialty Division (2601)
International Truck (3859)
Iowa Mold Tooling Co. Inc. (3427)
Jotto Desk (3781)
Kenworth Truck Co. (1401)
The Knapheide Manufacturing Company (3755)
Leggett & Platt Commercial Vehicle Products (4159)
Liftmoore Inc. (4039)
Mack Trucks Inc. (3529)
Maintainer Corp. of Iowa Inc. (3511)
Mercedes-Benz Vans (4361)
Meyer Distributing (4171)
Miller Electric Mfg. Co. (608)



BrandFX Body Company is among the 2015 exhibitors returning to the Work Truck Show this March.

Mobile Desk/Mobile Office Solutions (7171)
Monroe Custom Utility Bodies Inc. (2111)
Muncie Power Products (3320, 3227)
National Liftgate Parts Inc. (3038)
Nissan Commercial Vehicles (1437)
Next Hydraulics (3377)
Palfinger North America Group (3559)
Peterbilt Motors Company (1819)
Pride Bodies Ltd. (3477)
Product Assembly Group LLC (711)
Propane Education & Research Council (5591)
Ram Mounting Systems (1807) Ramsey Winch (4343)
Reelcraft Industries Inc. (3870)
Reading Truck Body LLC (3259)
RKI Inc. (3519)
Sage Oil Vac Inc. (1229)
Sortimo by Knapheide (4054)
Spitzlift (3164)
Stahl truck bodies (3011)
Stellar Industries Inc. (5447)
SpitzLift (3164)
Supreme Corporation (1633)
Superwinch LLC (5945)
Taylor Pump & Lift (3065)
Terex Utilities (5359)
Tiger Cranes / Service Trucks International (5651)
Truck Craft Corp. (809)
Vanair Manufacturing Inc. (3465)
Valley Industries LLC (5441) LubeMate
Venco Venturo Industries LLC (3411)
VMAC - Vehicle Mounted Air Compressors (4383)
Warner Bodies (3049)
Warn Industries (5645)
Western Mule Cranes (743)
Wilcox Bodies Ltd. (2317)
WW Engineering Inc. (2449)

Work Truck Show sessions include staff retention focus

Several new sessions at the 2016 Work Truck Show will offer insight into staff development and retention, says a news release from the organization producing the show.

"When it comes to finding new customers and retaining current ones, product mix is important," the release quoted Steve Carey, executive director of the NTEA, which organizes the show. "But businesses are driven by people. That's why it is crucial to identify leaders and employees that can help you grow your business, and to provide them with the right resources. At the Work Truck Show 2016, attendees can find answers to personnel questions and learn about other effective strategies for improving their organizations."

Those workforce-focused courses include "Integrating Millennials into Organizations for Long-Term Success," described as an immersion session that promises to show "how to effectively grow young employees into leaders," and "Leadership Development and Transition in the New Economy - Critical Insights and Practical Strategies for Building Bench Strength," which examines why traditional leadership develop-



Peter de Jager leads an educational session at the 2015 Work Truck Show.

ment plans are now largely irrelevant while offering insights on how "to prepare for transition at the top."

The 2016 Work Truck Show takes place March 1-4 at the Indiana Convention Center in Indianapolis.

For more information, visit www.worktruckshow.com, check out the show's Facebook page, or follow the show on Twitter @WorkTruckShow.

The official Work Truck Show hashtag is #worktrucks16, while the hashtag for the Green Truck Summit, taking place at the same location March 1-3, is #greentrucks16.





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FEATURE

Determining life-cycle costs

Life-cycle analysis enables a truck owner or fleet operator to compare the options

KEITH NORBURY

Determining whether or not it makes economic sense to buy one style of truck over another or even if it pays in the long term to upgrade a service truck's transmission don't have to be left to chance or gut instincts.

Using a technique called life-cycle analysis, a truck owner or fleet operator can plug relevant variables into a spreadsheet and compare the options side by side.

"I can even use this to actually come up with the optimum life cycle for a vehicle. That is a thoroughly complex process," said Bob Johnson, then the director of fleet relations for the National Truck Equipment Association, during an educational session at the NTEA's 2015 Work Truck Show last March in Indianapolis. (Johnson retired in October after 11 years with the association.)

Equipment manufacturers and distributors can also use life-cycle analysis to inform their purchasing decisions and even to "upsell" an accessory or alternative product that, for example, reduces maintenance costs, Johnson explained.

One way is to conduct that analysis is to use a spreadsheet program developed by the NTEA that looks at the time value

of money, or what is known in financial analysis as "net present value." The program employs a formula "which shows the return on investment associated with any given financial scenario."

Because such a formula is often used in financial analysis, it generates numbers that a company's budget people can understand, Johnson said. Manufacturers and distributors can also plug numbers into the program to show customers or potential customers that "If you do A, you can save B," Johnson said.

Program helps identify strengths

It's critical for a vendor or manufacturer to be able to identify the strengths of its products to a customer, Johnson said, noting that Lee Finley, founder of BrandFX Body Company, made a similar point in his earlier presentation at the session.

"There's no 'one size fits all' format," said Finley, whose company is based in Fort Worth, Texas. "You're dealing with capital cost, operating expenses of all different types, capital costs of all different types of equipment, vehicle utilization situations, longevity of the product, disposal, recapture, how much you get for the vehicle when you sell it, and what's the optimal period of time. There's all kinds of issues, and cheap

"The trick is to actively identify the numbers that specifically apply in the situation you're looking at. So you may only have to look at one or two numbers, as long as you pick out the right numbers."

— Bob Johnson, director of fleet relations, NTEA

is not always the choice for initial cost."

Finley said he had two major customers back in the 1980s that tried two different ways of lowering their life-cycle cost. One lowered his capital costs, the other raised them.

One company was willing spend more on a vehicle that could be remounted after seven years but the vehicle itself would last 21 to 25 years. The other company chose to downsize its chassis because it only wanted the chassis to last for 15 years.

"They both ended up achieving the same thing in different formats," Finley said.

For fleets, the calculations are even more complicated because every fleet has different requirements, Finley said. For example, in one case, converting to gas from diesel reduced the capital cost of the chassis. In this day and age, Finley said, a company shouldn't have to buy bigger vehicles than it needs.

"So, what's the advantage of a diesel engine versus a gas engine? What's the savings? What's the lifetime maintenance of those types of engines?" Finley said.

Analysis takes cash flow into account

Johnson's answer to that, when he stepped up to the podium later, is life-cycle cost analysis.

As defined by accountants, life-cycle analysis takes into account total cash flow as a critical component, Johnson said.

"Now, there are many of you sitting here saying, 'How am I going to identify all these different numbers?'

The trick is to accurately identify the numbers that specifically apply in the situation you're looking at. So you may only have to look at one or two numbers, as long as you pick out the right numbers," Johnson said.

A common mistake, though, is that people "cherry pick" for only those numbers that support their program and preconceptions "and they tend to ignore others."

Also, 99 percent of those who think

they're doing life-cycle cost analysis are actually calculating a simple return on investment. "It is a valid tool ... but it's not truly life cycle," Johnson said.

For example, a simple return-on-investment calculation would be that a \$5,000 expenditure saving \$1,000 a year would be recouped in five years. But that doesn't take into account that the value of the original \$5,000 increases over that period. Money borrowed must be repaid to the bank with interest. Spending that \$5,000 on a piece of equipment means it can't be invested elsewhere to earn interest.

"You realistically have to assume that investment will earn a certain minimum rate of return," Johnson said. "If I can't earn that rate of return, I'm better off putting that money somewhere else."

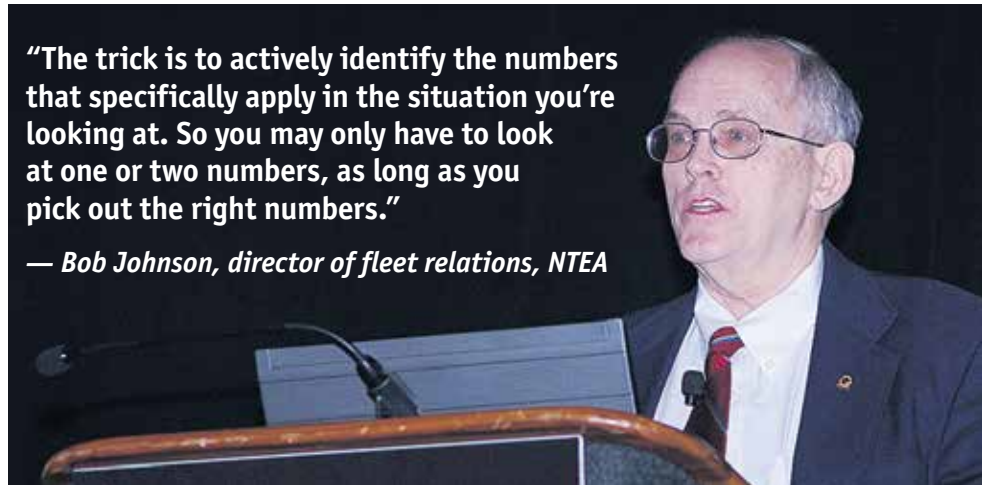
A key to the calculation is determining the net present value. Simply put, "a dollar in hand today is worth more than a dollar five years from now," Johnson said. But it also requires knowing the minimum internal rate of return or IROR. That calculation differs between a business, which pays taxes, and a government agency, which doesn't pay taxes.

"But the minimum acceptable rate of return for a business is typically equal to their weighted cost of long-term debt and equity," Johnson said.

Cash worth more today than in future

At 10 percent interest or 10 percent internal rate of return, \$1 five years in the future is worth about 27 cents today, Johnson said.

"If I take all the cash flows associated with the life cycle of a vehicle, calculate the present value from every expense at whatever point it occurs — one year, two years, three years, four years in the future, add all of this together and come back to Day 1, that is your net present value," Johnson explained.



"Operating vehicles beyond their optimal life cycle, which happens a lot in the industry, reduces the disposition value."

— Lee Finley, founder, BrandFX Body Company

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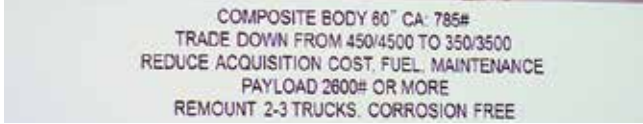
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Almost any scenario can be made income-producing, he said, pointing out that in terms of cash flow, reducing the need to spend \$1,000 is the same as creating \$1,000 in income. The goal in any income-producing scenario, regardless of the rate of return, is to have a net present value of zero. For example, a rate of return of 10 percent with a net present value of \$100 indicates that the rate of return can be bumped up, to say 11.5 percent, to produce a zero net present value, he said.

A slide in his PowerPoint presentation gave the calculation for present value as follows: $PV = F_n / (1+r)^n$ where F is future value, n is number of years, and r is the rate of return.

Calculation of PVs

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NTEA AFTER TAX - VEHICLE NET PRESENT VALUE LIFE CYCLE COST ANALYSIS TEMPLATE - (20 Year) – Option One NPV Calculation

NOTE: On this spreadsheet, negative values represent increased expenses or cash outflows and positive values represent decreased expenses or cash inflows.

Study Year	NPV – Option One		Transmission Upgrade Analysis									
	Capital Investment by Year	Actual Expense*	Replacement Tax Shield by Spreaded Tax	Total Operating Expense (Fuel & Other)	After Tax & Other	Total Maintenance Expense	Expense (Standard & Demand)	After Tax Maintenance Expense	Net Increase(-) or Decrease(+) in Other	Other Expense(-) or Increase(+) After Tax	Net Increase(-) or Decrease(+) in Other Expenses	Other Revenues - After Tax
0	-1,100											
1		-220	75									
2		-220	75									
3		-220	75				-25	-17				
4		-220	75				-25	-17				
5		-220	75				2,500	1,650				
6							-25	-17				
7												
8												
9												
10												
11												
12												
13												
14												
15												
16												
17												
18												
19												
20												
Column Totals	-1,100	-1,100	374			2,425	1,601					
Column AT- NPV's	-1,100		309				1,070					
TOTAL NPV (After Tax)	5278.90											

Option One

What If Scenarios --

increment Other Operating Exp by:	(% + or -)	increment Other Expense by:	(% + or -)
increment Schedules Maint by:	(% + or -)	increment Revenues by:	(% + or -)
increment Demand Maint by:	(% + or -)	increment Salvage Value by:	(% + or -)

In one example during his Work Truck Show presentation, Johnson compared the life-cycle cost of upgrading the

The first option (plate aluminum body) had an NPV of -\$23,645.82, whereas the (light duty cube body, which

continued on page 22



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FEATURE

Determining life-cycle costs *continued from 21*

needed two cycles) had an NPV of -\$26,422.70.

"So the scenario with the least negative net present value is my best investment," he said. It's also important to compare the cash flows. In this example, the truck with the better net present value also has the smaller negative cash flow, both before and after tax, than the other option. (For the plate aluminum body, the pre-tax cash flow was -\$35,969 and -\$23,020 for after tax, and for the light duty cube body, those figures were -\$48,105 and -\$30,787 respectively).

But Johnson said he has also seen cases where cash flows were within a couple of hundred dollars but the NVPs were "significantly" different.

Income taxes also have a big impact on the cash-flow calculations — but only for businesses, Johnson noted.

For example, a dollar spent doesn't actually cost a dollar because the amount is reduced by the tax paid, what Johnson called a tax shield. "That's why an investment that makes sense for a government agency may not make sense for a private agency, and vice-versa," Johnson said.

Resale value diminishes as trucks age

For that reason, manufacturers and distributors need to take into consideration whether the customer is a private or government entity when undertaking such an analysis to upsell a product.

Another difference is that government agencies don't have depreciation, although they do have amortization, to write off assets as they age. At present, the Internal Revenue Service "is being nice to us" by allowing accelerated depreciation, sometimes in as little as one year. "That's not going to last," Johnson said. "We all know that. It's going to go back to the old days when we had to depreciate over five, six, seven years."

Another variable that Finley mentioned is that a truck of less than 33,000 pounds gross vehicle weight isn't subject to federal excise tax. And a truck of less than 26,000 GVW doesn't require a commercial driver's licence.

"So there's lots of reasons for buying the right size truck and the smallest truck that you need for the job it does," Finley said.

He cited an example where his company put together a 10,000 GVW package that would normally require a 14,000 GVW truck. "Not only did we do that, we gave him the payload they required, we saved a dramatic amount of money on the chassis, a dramatic amount of money on the operating expense, and increased the vehicle utilization, which was the most important to him, dramatically," Finley said.

Johnson and Finley also agreed that the resale value of truck is highest when it's still relatively new as opposed to when it's old, although Johnson used the term "salvage value" while Finley referenced the "disposition" value.

"Operating vehicles beyond their optimal life cycle, which happens a lot in the industry, reduces the disposition value," Finley said. "And a lot of people don't care. They just run them until they drop, and then tow them in. So that's a part of their particular formulas; it's not the one that we recommend."

Johnson said that while salvage value is "hugely critical" for a truck of about three years old, after 15 years it becomes of minimal impact.

"So if I want to keep it for three years, and get rid of it, I'm going to buy the truck for a higher resale value," Johnson said. "I'm going to put options on it I don't even need for my fleet, if I know it's going to add to the resale value."

NTEA AFTER TAX - NET PRESENT VALUE LIFE CYCLE COST ANALYSIS PROGRAM - 20 YEAR

Study Title: Plate Aluminum vs. Cutaway Body Analysis **Study Date:** 1/1/2013

Study Made By: XYZ Truck Sales **Study Made For:** ABC Vending Company

Study Description: This study compares the total life-cycle costs of a single plate aluminum body versus two light duty cube bodies mounted on cutaway van chassis.

Study Assumptions:

- Life of plate body is 10 years
- Life of cube bodies is 5 years (two trucks)
- Chassis are identical so scheduled maintenance costs will be identical
- Depreciation maintenance costs will be identical for first 5 years - plate body will continue to increase at rate of 10% per year
- Plate body will have significantly higher salvage value
- Fuel costs will be identical
- No change in other costs or revenues

Financial Criteria: (Required Input)

Study Rate of Return: 12.00% Per Year

Study Income Tax Rate: 37.00% Total - Federal, State, and Local (Leave blank if tax exempt)

Study Length: 10 Years

Study Option One (Title): Plate Aluminum Body

Study Option Two (Title): Light Duty Cube Body

Program compares life-cycle costs of one aluminum plate body and two light-duty cube bodies.

NTEA AFTER TAX - NET PRESENT VALUE LIFE CYCLE COST ANALYSIS PROGRAM - 20 YEAR

Study Title: Gasoline vs. Diesel Engine Study **Study Date:** 1/1/2013

Study Made By: John Jones **Study Made For:** XYZ Machinery Company

Study Description: This study is being made to determine the overall life-cycle cost differential between a gasoline engine and a diesel engine in a mechanic's service truck.

Study Assumptions:

- Vehicle life will be 10 years with no requirement to replace either engine during the service life
- The best cost differential between gasoline and diesel fuel will remain more or less constant
- The new vehicle will be placed in service during the second half of year one
- The salvage value premium for the diesel engine is \$1,000
- The two alternative vehicles will have equal demand maintenance costs
- Projected service life of diesel option will not require servicing of DPF (est. 100K miles total usage)
- Depreciation cycle = Seven years with 1/2 year conversion in years 1 and 2

Financial Criteria: (Required Input)

Study Rate of Return: 12.00% Per Year

Study Income Tax Rate: 37.00% Total - Federal, State, and Local (Leave blank if tax exempt)

Study Length: 11 Years

Study Option One (Title): Gasoline Engine

Study Option Two (Title): Diesel Engine

This NTEA spreadsheet compares the life-cycle costs of diesel- and gasoline-powered trucks.



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PH3

- ▶ Hands free automatic reset
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IMT adds new dealer in Florida

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

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

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

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

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

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



Iowa Mold Tooling Co. Inc. has a new equipment partner in Florida.

Texas firm buys body maker

Pennsylvania-based Reading Truck Body has been acquired by a Texas company.

Houston-based J.B. Poindexter & Co. Inc., a.k.a. JBPCO, announced the acquisition in a news release in early November.

Privately held Poindexter already owns truck-body maker Morgan Corporation, also based in Berks County, Pa., which encompasses Reading, the home of Reading Truck Body.

"We are excited to join the JBPCO family and share the benefits of being part of a larger organization with our valued customers, employees and partners," the news release quoted Reading CEO Brian Nadel. "Reading Truck Body has enjoyed a long-time collaboration with LLR Partners, GoldPoint Partners and our other shareholders, and is now ready to take the next step in its development. Enhanced by the resources and industry expertise of JBPCO, Reading will continue its mission of the last 60 years to deliver high quality work truck bodies specialized to meet the vocational needs of our customers. JBPCO is very supportive of our long-term strategic growth plan which includes expansion into new geographic markets and development of new, innovative products."

Financial terms of the deal were not disclosed.



Craig Bonham (center), vice-president of business development with Reading Truck Body LLC, talks with Bob Dinallo (left) and Thegen Robbins, regional sales managers with hardware makers Eberhard Manufacturing Company at the 2015 Demo Expo in Louisville, Ky.

Nadel and his management team will continue to run Reading Truck Body as an independent business unit. It includes Reading Truck Body LLC, which has a manufacturing plant in Reading, and Reading Equipment & Distribution, which operates five company-owned installation facilities.

JBPCO founder and CEO John Poindexter said in the release that Reading is "a natural fit" with his company's portfolio.

"Reading's work is the benchmark by which truck bodies and equipment services are measured today," Poindexter said. "We look forward to supporting the company's continued strong growth and its commitment to improving the safety and productivity of customers' field personnel."

A diversified manufacturing company, JBPCO has subsidiaries that make such products as commercial truck and van bodies, step-vans, pick-up truck bed enclosures, and tonneau covers.

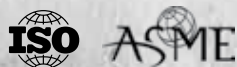
The company acquired Morgan in 1990 following the retirement of Morgan founder Elton Mountz, according to a posting on the Morgan website.

For more about Reading Truck Body, visit www.readingbody.com.



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NEWS

Firm now has supply chain director

Robert Doyle has been named director of supply chain management for Curry Supply Company.

"We are very happy to have Robert join our team," Curry's chief financial officer, Luke Kelly, said in a news release. "He brings a wealth of purchasing knowledge as well as a solid understanding of manufacturing."

Doyle, who has over 20 years of purchasing experience, has worked

in manufacturing environments his entire career, the news release said. His experience includes scheduling, planning, procurement, systems implementation, and lean manufacturing.

In his new job, which is a newly created position, Doyle will be responsible for streamlining the "procure to pay" process for all raw materials, services, components, and ancillary items purchased for the company, the news release said.

He will establish collective purchasing arrangements with suppliers to acquire top quality products as well as ensure favorable service, delivery, and costs.

A family owned business based in Martinsburg, Pa., Curry Supply was founded in 1932. It has grown to become a large manufacturer and dealer of commercial service vehicles, including service trucks, mechanics trucks, fuel/lube trucks, lube skids, and water trucks.



Robert Doyle

Iowa firm announces personnel changes

Omaha Standard Palfinger has made some recent organizational changes.

The Iowa-based company announced in December that president Mark Whaley would be stepping down from that position effective Jan. 1, 2016.

Whaley would, however, continue his involvement with Palfinger under the Palfinger North America Group, a news release said.

"We are pleased that Mark's personal goals can now be achieved and that he will remain with Palfinger," Palfinger North America Group managing director Mark Woody said in the release.

Woody credited Whaley's leadership for major accomplishments at OSP, "including the development of an entire line of service cranes and mechanics truck bodies" as well as the integration of several Palfinger liftgates in the company's facility at Council Bluffs, Iowa.

In a related move, Jason Holt, vice-president of operations, will report directly to Woody.

"I am very excited to be a part of this next phase of OSP's transformation and supporting our customers with high quality products," Holt said in the release.

OSP also announced the appointment of Brian Heffron to national sales manager, effective Dec. 1, 2015.



Brian Heffron



Jason Holt

He will focus on OSP's entire product range, including work truck bodies and lifting systems.

Heffron, who had been a product specialist for service cranes and mechanics trucks with OSP since 2012 and has 13 years in the industry, reports directly to Jim Brown, vice-president of commercial products.

"Brian possesses the key qualities that will serve him well in his new role," Brown said in the release.

Body maker names new dealer for Cleveland

Maintainer Corporation of Iowa Inc. has a new authorized dealer in the greater Cleveland, Ohio area.

MTech Company and Maintainer reached a deal to sell the latter's "premium line of custom truck bodies and service cranes," said a recent news release from Maintainer.

"MTech has a great relationship with many state, county and local governments, as well as the construction and contractor markets," Tom Wibben, Maintainer's sales and service manager, said in the news release. "We think MTech's reputation and commitment to customer service corresponds well with our Maintainer product line."



MTech has provided services and products to the street, safety, and sewer industries since 1975.



Maintainer has been building service truck bodies since 1976.

While dealing primarily in the Greater Cleveland area, MTech will also interact with customers in other parts of Ohio and Michigan.

The company, which is based in Cleveland, has provided services and products to the street, safety, and sewer industries since 1975, the release noted.

Maintainer, which is based in Sheldon, Iowa, has been manufacturing custom-built mechanics service truck bodies, lube truck bodies and cranes since 1976.

For more information on Maintainer, visit www.maintainer.com.






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NEW PRODUCTS

Long-lived LED backup lamps introduced

The new One LED backup lights from Optronics International cost twice as much as equivalent incandescent lamps but last 50 times as long, says a news release from the manufacturer.

Despite that, "a large number" of work truck body builders "continue to sell vehicles with incandescent lighting, including back-up lamps," the release said.

Optronics recently expanded its One LED line of single-diode lamps by introducing its new BUL003CB four-inch round back-up lamp and its BUL002CB six-inch oval back-up lamp.

"The advantages of LED vehicle lighting, as well as the shortcomings of traditional incandescent lighting, are well known throughout the industry," the release quoted Brett Johnson, president and CEO of Optronics International. "Unfortunately, with LED lamps priced at about four to six times the cost of incandescent lamps, cost has posed a barrier, and our new One LED back-up lamps remove that barrier."

Grommet-mount versions of the new lamps will be introduced first to be followed by flange-mount versions, the release said.

"The lamps are available with standard PL-3 and weather tight termination options," the release added. That allows the lamps "to make use of existing harness connections for installation flexibility and cost-effective retrofitting."

For more information, visit www.optronicsinc.com.



The BUL003CB is a four-inch round back-up lamp and the BUL002CB six-inch oval back-up lamp.



Underhood compressor available for more vans

Underhood Lite air compressor systems from VMAC are now available for models of Ford Transit and GMC Savana vans.

VMAC announced in separate news releases in December that Underhood Lites are now available for the Transit 3.7-litre TiVCT V6, as well as Savana's Vortex 4.8-litre V8, 6-litre v8 VV8, and 5.3-litre V8 FFV.

Such commercial vans "are increasingly taking the place of light duty work trucks thanks to their fuel efficiency, low GVW (gross vehicle weight), storage space, and the ability to work inside a heated or cooled work area," the releases said. "However, very few purpose-built tools exist for these vans."

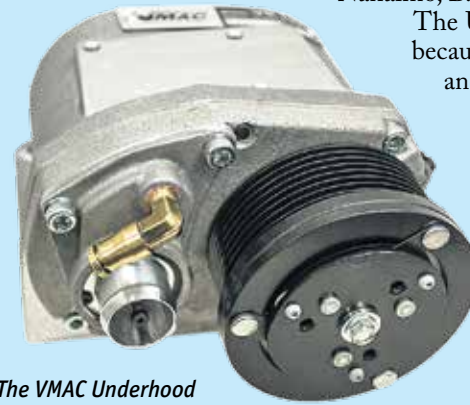
Specifically designed for vans, the Underhood Lite puts

30 cubic feet per minute "right on the engine" while weighing just 85 pounds, "a mere fraction of the weight of most air compressors," says VMAC, which stands for Vehicle Mounted Air Compressors and is based in Nanaimo, B.C.

The Underhood Lite improves safety because workers don't have to haul heavy and dangerous equipment in and out of the van body, the releases said.

"It also eliminates any threat of unhealthy emissions, and the potential for fires while filling up gas tanks inside the cargo area."

It also frees up cargo space, reduces fuel consumption, and costs less than many comparable compressors, the releases said.



The VMAC Underhood Lite air compressor frees up cargo space and reduces fuel consumption, the company says.

For more information, visit www.vmacair.com/uhl.

Power equipment while you weld

A new welder/generator from Fabco Power can weld while supplying AC power to other equipment.

The Hydro Arc 7500, which is hydraulically driven, operates AC tools, air compressors, battery chargers, lights, and pumps, for example, according to a news release from Fabco, which is based in Chester, N.Y.

The welder produces 240 amps DC while the generator puts out 7.5 kilowatts and 120/240 volts of AC.

The unit weighs 165 pounds and has compact dimensions of 27 inches long, 27 inches high, and 10 inches wide.

It comes standard with a "smooth, quiet high-efficiency piston-type motor" of either 11 or 21 gallons per minute, the release said.

For more information, visit the Fabco website, www.fabcopower.com.



Ford F-650 (above) and F-750 trucks will have pre-drilled frames as an option for the 2016 model year.

Pre-drilled frame option coming soon

Body builders will be able to order pre-drilled truck frames on new 2016 Ford F-650 and F-750 trucks, according to a recent National Truck Equipment Association e-newsletter.

"The hole locations are checked for existing chassis items that could be in the way, providing customers with optimal positioning recommendations," said the article in the June 2015 *Tech Trends* e-newsletter.

The option, which must be special-ordered through a dealer, "allows quicker installation times, as well as more specific body and equipment mounting based on customer needs and applications," the article said.

The new frames have been mapped fully using computer assisted design to identify "potential issues and interference."

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CALENDAR OF EVENTS

JANUARY 2016

Jan. 20-21, 2016

Managing Risks in Construction Contracts

Metropolitan Hotel, Vancouver, B.C.

"Key players, including nationally ranked construction lawyers from top firms as well as experienced industry professionals, will provide you with their expert insights to elevate your skills and make an immediate impact in your organization."

http://www.canadianinstitute.com/construction_events



World of Concrete returns to Las Vegas, Feb. 1-5.

FEBRUARY 2016

Feb. 1-5, 2016

World of Concrete

**Las Vegas Convention Center,
Las Vegas, Nevada**

"It's the industry's only annual international event dedicated to the commercial concrete and masonry industries."

<http://www.worldofconcrete.com>

Feb. 10-12, 2016

National Association of Trailer Manufacturers Annual Convention & Trade Show

**South Point Hotel, Casino & Spa,
Las Vegas, Nev.**

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

Feb. 21-24, 2016

The Rental Show

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

"The Rental Show has been the gathering spot for the rental industry since it began back in 1955."

<http://www.therentalshow.com>

Feb. 24-25, 2016

Buildex Vancouver

**Vancouver Convention Centre West,
Vancouver, B.C.**

"Buildex Vancouver is Western Canada's largest tradeshow and conference for the construction, renovation, architecture, interior design and property management industries."

<http://www.buildexvancouver.com>

Feb. 28-March 2, 2016

2016 North American Iron Workers/IMPACT Labor-Management Conference

**Disney's Coronado Springs,
Lake Buena Vista, Fla.**

"You will leave the 2016 North American Iron Workers/IMPACT Labor-Management Conference with more knowledge and business acumen than when you arrived."

<http://www.impact-net.org>

MARCH 2016

March 1-4, 2016

**Specialized Transportation Symposium
The Peabody, Memphis, Tenn.**

"Speakers will recap their winning entries from the 2015 SC&RA Hauling Jobs of the Year Competition."

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

March 1-4, 2016

The Work Truck Show

**Indiana Convention Center,
Indianapolis, Indiana**

"Showcasing 500,000 sq. ft. of the latest vocational trucks and equipment, The Work Truck Show is the place to check out the latest innovations."

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

March 8-10, 2016

Association of General Contractors Technology & Construction Solutions Expo

Grand Hyatt San Antonio, San Antonio, Texas

"From small- and medium-sized business owners to execs with ENR Top 400 firms to the next-gen construction industry leaders, participants at the AGC Annual Convention are responsible for buying or specifying hundreds of millions of dollars of products and services each year."

<http://expo.agc.org/>

March 31-April 2, 2016

Mid-America Trucking Show

**Kentucky Exposition Center,
Louisville, Ky.**

"The show attracts 70,000 attendees and 1,000+ exhibitors from throughout the United States and abroad."

<http://www.truckingshow.com>

APRIL 2016

April 7-8, 2016

Atlantic Heavy Equipment Show

**Moncton Coliseum Complex,
Moncton, N.B.**

"A true pillar of the industry, the Atlantic Heavy Equipment Show will celebrate its 30th anniversary in 2016."

<http://www.masterpromotions.ca/events-schedule/>

April 11-17, 2016

Bauma

**New Munich Trade Fair Center,
Munich, Germany**

"Giant machines on 575,000 m² of exhibition space with more than 3,400 exhibitors and around 530,000 visitors."

<http://www.bauma.de/en/>

April 14-16, 2016

Truck World

International Centre, Toronto, Ont.

"At Truck World your reps will meet directly with hundreds of senior level professionals."

<http://www.truckworld.ca>

April 19-21, 2016

21st International Offshore Crane and Lifting Conference

**Aberdeen Exhibition & Conference Centre,
Aberdeen, U.K.**

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

<http://www.liftingoffshore.com>



The Work Truck Show comes to Indianapolis, March 2-4.

April 19-22, 2016

National Association of Fleet Administrators

2016 Institute & Expo

**Austin Convention Center,
Austin, Texas**

"I&E provides a convenient and valuable opportunity for both new and veteran fleet managers to get the tools they need to be successful and increase their networking power."

<http://www.nafainstitute.org>

April 22-23, 2016

Expo Grands Travaux

Olympic Stadium, Montreal, Que.

"Big equipment exhibited by hundreds of key players in the heavy equipment industry."

<http://www.masterpromotions.ca/>

April 26-30, 2016

Specialized Carriers & Rigging Association Annual Conference

**Hilton Orlando Bonnet Creek,
Orlando, Fla.**

"Members are involved in specialized transportation, machinery moving and erecting, industrial maintenance, millwrighting, crane and rigging operations, manufacturing and rental."

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

MAY 2016

May 2-3, 2016

Alternative Clean Transportation Expo

**Long Beach Convention Center,
Long Beach, Calif.**

"Join more than 200 exhibitors at the largest clean fleet event."

<http://www.actexpo.com>

May 3-5, 2016

Web Sling & Tie Down Association Annual Meeting

**Omni La Mansion Del Rio,
San Antonio, Texas**

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

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

May 13-14, 2016

Pacific Heavy Equipment Show

Tradex, Abbotsford, B.C.

"B.C.'s big iron showcase."

<http://www.masterpromotions.ca>

May 31-June 3, 2016

CeMat 2016

Deutsche Messe, Hannover, Germany

"Including hydraulic lifts and hoists, hydraulic platforms, cranes, continuous conveyers and specialized solutions from universities and research institutes."

<http://www.cemat.de/home>

May 31-June 4, 2016

Construction Equipment & Technologies 2016

Crocus Expo, Moscow, Russia

"Leading manufacturers and suppliers of construction industry present their latest developments and most current tech solutions."

<http://ctt-expo.ru/en/>

JUNE 2016

June 1-4, 2016

Crane Rental Association of Canada Annual Conference

Hyatt Hotel, Calgary, Alta.

"The CRAC Conference is a unique annual event giving the opportunity to meet with the leaders of the Canadian crane industry."

<http://www.crac-canada.com/>

June 14-16, 2016

TOC Europe

**Hamburg Messe und Congress Centre,
Hamburg, Germany**

"The exhibition is a showcase for port and terminal technology and operations."

<http://tocevents-europe.com/>

June 15-16, 2016

Vertikal Days

**Haydock Park Newton-Le-Willows,
Merseyside, U.K.**

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

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

June 19-22, 2016

**Electric Vehicle Symposium & Exhibition
Palais des congrès de Montréal,
Montreal, Que.**

"EVS has been assembling global leaders from industry, government and academia to address technical, policy and market topics in the electrification of vehicle fleets since 1969."

<http://www.evs29.org>

June 20-23, 2016

**Government Fleet Expo & Conference
Music City Center, Nashville, Tenn.**

"Government Fleet Expo & Conference provides actionable solutions to the toughest challenges public fleets face."

<http://www.governmentfleetexpo.com>

SEPTEMBER 2016

Sept. 6-9, 2016

**World Heavy Oil Congress
Stampede Park, Calgary, Alta.**

"Join the largest gathering of heavy oil professionals in Canada's energy capital."

<http://www.worldheavyoilcongress.com>

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