

# SPEC MY TRUCK

Check out Zac Grubb's rig, page 14.

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# Service Truck

THE MAGAZINE FOR MOBILE REPAIR AND MAINTENANCE

Volume 3 Issue 4

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## REGULATIONS

### Ultra-clean engines enter their fifth stage

Now that Tier 4 is final, diesel engine manufacturers prepare for Tier 5



Jim Fier, Cummins Inc. vice-president of engineering, talks about the company's new Stage V compliant engines after they were unveiled at the 2016 Bauma heavy equipment trade fair in Munich, Germany this April. Photo by Keith Norbury

KEITH NORBURY

**D**iesel engines capable of meeting Europe's Stage V emissions regulations — a notch higher than the Tier 4 regulations currently in place in the U.S. — were unveiled en masse at the Bauma trade show in Munich, Germany this spring.

Indiana-based Cummins Inc., for example, unveiled four new "ultra-clean" engines that will meet the Stage V requirements when they go into effect in 2019.

"In the last Bauma, three years ago, we were talking about the Stage 4 products," Jim Fier, Cummins vice-president of engineering, said at a press conference and unveiling at the company's Bauma booth in April. "At that time, few if any of us anticipated that the next stage of standards would be upon us so soon."

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## SPOTLIGHT

### Mechanics who moil under the midnight sun

Service truck mechanics strike paydirt on hit TV show, Gold Rush

ERIN GOLDEN

**T**une in to the most-watched show most Friday evenings in the U.S. and you're likely to stumble upon some unlikely television stars: service truck mechanics.

*Gold Rush*, the Discovery Channel show featuring the real-life stories of mining crews working in the Klondike region of Yukon, Canada, is now filming its seventh season. Thanks to its rough-and-tumble cast members and high-stakes drama, it's been a consistent hit — particularly among male viewers in the 18-54 age demographic.

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Service truck mechanic Juan Ibarra gets to work during taping of an episode of Discovery Channel's *Gold Rush*.

Photos courtesy of Discovery Channel

## REMOTE LOCATIONS



This lube truck by North Carolina's Taylor Pump & Lift features one 1,500-gallon fuel tank and four 125-gallon oil tanks, as well as tanks for waste, DEF and grease. Photo courtesy of Taylor Pump & Lift

### Gargantuan lube trucks take on big mining jobs

As mining operations grow, so do the size of lube trucks to service them

MATT JONES

**T**he bigger the job, the bigger the equipment needed to perform that job. And as the mining industry continues to evolve and develop larger equipment, the need arises for larger and larger vehicles — including lube trucks — to service that equipment.

As mining operations increase in size, so too does the amount of money lost during downtime. Tom Wibben, sales and service manager for Maintainer Corporation of Iowa Inc., says that mining operations often end up going 24/7. Instead of bringing equipment back to a shop for maintenance in off hours, they save time and money by bringing in a lube truck during shift changes or other periods of unavoidable downtime.

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Printed excavator coming to ConExpo

Now dig this. A “fully functional” 3D-printed construction excavator will be a feature display at the next ConExpo-Con/Agg trade show in Las Vegas.

The machine will be the first of its kind in the world “and the first large-scale use of steel in 3-D printing, known as additive manufacturing,” said a news release for the Association of Equipment Manufacturers, which organizes the triennial ConExpo at the Las Vegas Convention Center.

ConExpo and the co-located International Fluid Power Exposition, or IFPE, will jointly unveil the 3D printed excavator at the shows, which take place March 7-11, 2017.

“We’re thrilled to bring such a significant technological and first-of-its-kind achievement like the 3-D printed excavator to the show; it will be a platform to demonstrate how the latest innovations and applied technologies are changing the future of construction industry,” the news release quoted John Rozum, show director for IFPE, which is co-owned by AEM and the National Fluid Power Association.

Also collaborating on the project are the Center for Compact and Efficient Fluid Power, Oak Ridge National Laboratory, and the National Science Foundation.

“The group is working with research teams from Georgia Tech and The University of Minnesota to convert the current excavator design to one that is conducive to and takes full advantage of 3D manufacturing,” the release said. “Graduate engineering students at Georgia Tech will be creating a boom and bucket featuring integrated hydraulics



No shortages of excavators are on display at ConExpo as during the 2011 version of the trade show. The 2017 version, however, will feature a 3D-printed machine. File photo by Keith Norbury

with the goal of decreasing the weight, materials cost and maintenance, while students at the University of Minnesota are designing a hydraulic oil reservoir/heat exchanger and cooling system that reduces the size and weight and increase the efficiency of the machine.”

The collaborators are also holding a contest for undergraduate students of engineering from across the U.S. to design and print a functional and aesthetically pleasing human-machine interface and futuristic cab for the excavator. The winning team will win \$2,000 and a chance to see their design printed at the Oak Ridge National Laboratory in Tennessee.



Commercial vehicle registrations slide

New registrations for class 3-8 commercial vehicles in the U.S. declined 1.8 percent in the first three months of 2016 compared with the first quarter in 2015, says the most recent quarterly commercial vehicle report from IHS Automotive.

While the total of 164,798 units registered was down compared with 2015, it marked only the fifth time since 2001 that first quarter registrations had exceeded 150,000, the report noted.

The biggest vehicle classes — gross vehicle weights 3 and 8 — dropped 0.9 percent and 10.3 percent respectively year-over-year, the report said. A bright spot was that registrations of GVW 6 (at 19.6 percent) and GVW 5 (15.7 per cent) had gone up.

Large fleets of more than 500 vehicles experienced the largest year-over-year declines in the GVW 3 and 8 classes, the report said. The big-fleet GVW 3 registrations dropped 1.9 percent while the VGW 8 registrations fell 18.4 percent, “continuing a trend that started to materialize” in mid 2015.

The latest IHS Automotive Driven by Polk: Quarterly Commercial Vehicle Report also noted that eight of the 14 manufacturers tracked had year-over-year increases in 2016. Leading the way were Hino (25.1 per cent) and Mercedes-Benz (15.3 per cent). Volvo (-22.8 percent), Kenworth (-14.6 percent) and International (-14.6 percent) experienced the biggest declines.

Ford, meanwhile, continued to have the largest share of new registrations at 28.7 percent, up from 27.8 percent in the first quarter of 2015.

Diesel also remained king with 75.4 percent of newly registered commercial vehicles being diesel powered. That was down from 77.5 percent in 2015, which the report attributed to the large drop in registrations of GVW 8 vehicles, “which are primarily diesel engines from either Cummins or Detroit Diesel.”

The full 21-page report can be accessed for free by National Truck Equipment Association members on the NTEA website, www.ntea.com.

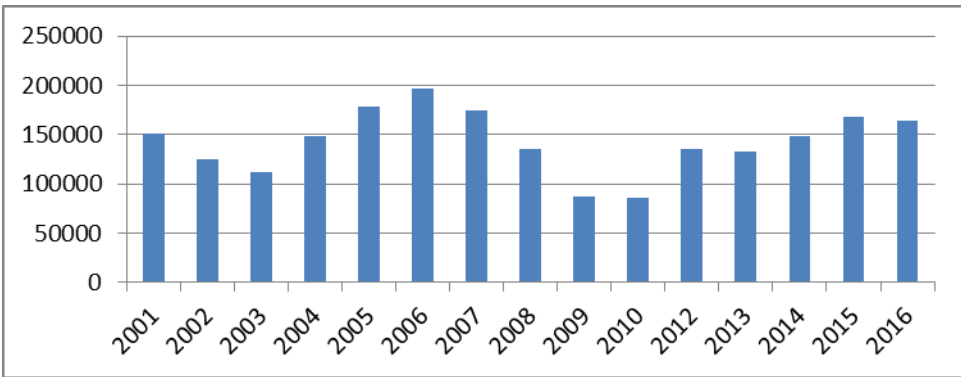


Chart shows the rate of first quarter registrations of class 3-8 commercial vehicles since 2001.



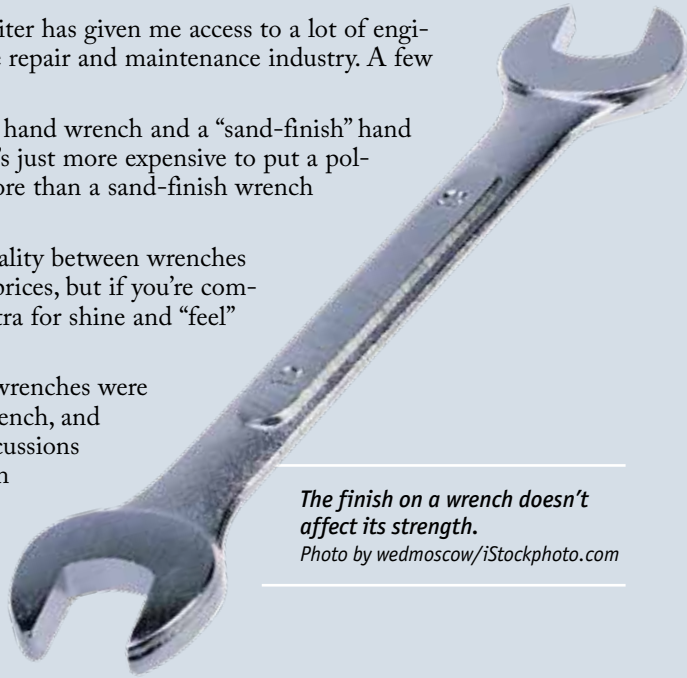
## MECHANIC'S MUSINGS

## Things the tool guys don't tell you

DAN ANDERSON

**M**y part-time career as a freelance technical writer has given me access to a lot of engineers and specialists behind the scenes in the repair and maintenance industry. A few things I've learned:

- There is no difference between a polished chrome hand wrench and a "sand-finish" hand wrench when it comes to strength and durability. It's just more expensive to put a polished finish on a wrench, so those wrenches cost more than a sand-finish wrench from the same manufacturer.
- There are *definitely* differences in strength and quality between wrenches from different manufacturers that sell for different prices, but if you're comparing "brown eggs to white eggs," you're paying extra for shine and "feel" when you buy polished chrome wrenches.
- Many of us who grew up with beam-type torque wrenches were taught to never use a cheater handle on a torque wrench, and to always grip the torque wrench by its handle. Discussions with an engineer at Snap-on taught me that modern "clicker" and electronic torque wrenches don't care where you hold them when torquing a fastener, or whether you use a cheater handle. Those torque wrenches use a sensor in the wrench's head to sense torque-load at the turning point of the fastener, so it doesn't matter where the load is applied to the handle. Old-school beam-type torque wrenches were calibrated to the length of the shaft between the pivot point and the tool's designated handle and therefore dependent on the tool being held at that exact point during torquing.
- Most veteran mechanics already memorized this formula, but it might be useful to mention it for any "newbies" in the audience: "The chance of a wrench slipping off a nut or bolt is proportional to the distance from your knuckle to the nearest sharp piece of metal, multiplied by the amount of force you're applying to that wrench."



*The finish on a wrench doesn't affect its strength.*

*Photo by wedmoscow/iStockphoto.com*



*The 2015 ICUEE featured plenty of service trucks on display.*

## Booths on sale at 2017 trade show

**S**ales of exhibit space are now open for the 2017 edition of the International Construction and Utility Equipment Exposition in Louisville, Ky., the organizers of the show announced in a recent news release.

Those interested in exhibiting at the biennial exposition — known by its acronym ICUEE or nickname The Demo Expo — are advised to visit the show's website, [www.icuee.com](http://www.icuee.com), for details on space assignments and deadlines.

For example, in the case of an outdoor exhibitor at the 2015 show that had a space of less than 5,000 square feet and submits its application for the 2017 show and a 50 percent deposit by Aug. 15, 2016, "show management will discuss options for occupying same space or similar locations." However, ICUEE's management also retains the right to adjust the offered space "to optimize show layout."

The next ICUEE takes place Oct. 3-5, 2017 at the Kentucky Exposition Center.

"ICUEE is where the utility construction industry meets to see and experience 'hands-on' the newest product innovations; exhibitors and attendees cite ICUEE as a high-quality show where they can easily connect with qualified companies," show manager Tricia Mallett said in the news release.

A record crowd of 18,000 registered attendees took in the 2015 version of the show, which is owned and produced by the Association of Equipment Manufacturers.

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# Service truck industries offer no signs they plan to move production offshore

Most firms hesitant to address the subject but those that do endorse the Made in America stamp

ERIN GOLDEN

**F**rom furnaces to auto parts, products that had been built for decades in the U.S. and Canada are now increasingly being built in Mexico or in other countries with lower labor and manufacturing costs.

Heating equipment manufacturer Carrier recently announced it would move 1,400 jobs from Indianapolis to Mexico. Another 1,336 jobs for auto parts builder Cardone are currently moving from Philadelphia to Mexico. With the loss of companies including Ford and Freightliner, Canada now lags behind Mexico in the production of vehicles.

Whether a similar trend lies ahead for the service truck industry remains unclear. A number of trade organizations and major manufacturers were hesitant to discuss the topic, though one industry insider said that's likely because a major production shift to the south is unlikely in such a tight-knit industry.

Brett Collins, president of the Cincinnati-based crane and hoist manufacturer Venco Venturo LLC, said the industry's largest manufacturers have deep roots that seem unlikely

to be moved anytime in the near future. He said the "Made in America" stamp is one that means something to buyers and sellers alike in the industry, and that the concept of moving overseas is a "non factor."

"I don't know of a single crane or service body manufacturer who is moving operations offshore or into Mexico on a cost basis," Collins said.

Collins said he's experimented with buying foreign-made components in an effort to save money, but ended up switching back to U.S. products when he found that it didn't provide an advantage.

"We experimented with that and got really burned on it with inferior-quality work from China," he said. "We thought we had to do this to stay cost-competitive with other manufacturers, and we actually hurt ourselves by doing it."

A half-dozen other U.S. manufacturers of truck bodies, cranes and other equipment, located in the Midwest and on both the east and west coasts, either declined to comment or did not return requests for comment.

The National Truck Equipment Association declined to comment on either the prospect of businesses in the industry moving operations overseas or on the Trans-Pacific Partnership Agreement. A spokeswoman said the organization did not have "member feedback that directly addresses" either topic.

The Association of Equipment Manufacturers did not respond to requests for comment.

One manufacturer of service, lube and tire trucks — along with cranes and air compressors — issued a statement declaring its commitment to maintaining its Garner, Iowa, manufacturing base.

Jim Hasty, vice-president and general manager of Iowa Mold Tooling Co. Inc., said the company has no plans to move production from its Iowa headquarters and is proud to manufacture its products in the U.S. The company has been in business since 1961 and supplies its products around the world.

"We are proud of our heritage in the hard-working Midwest, which has a dedicated and well-trained workforce," he said.



Jim Hasty



Brett Collins

## U.S.-made equipment exports slip by 25%

**W**orld exports of U.S.-manufactured construction equipment fell by 25 percent in the first quarter of this year compared with the same period last year, according to the Association of Equipment Manufacturers.

It marked the 13th straight quarter that the exports had declined year-over-year, said a news release from the AEM.

The exports totalled \$2.7 billion for the first three months of 2016, the release said. That compared to \$3.65 billion for the first three months of 2015.

The sharpest percentage declines were in South America and Africa, which each dropped around 50 percent. South America dipped to \$258 million from \$482.5 million while Africa dropped to \$107 million from \$210.1 million.

Exports to Canada also dropped significantly year over year, by \$400 billion, or 28 percent, from \$1.5 billion in the first quarter of 2015 to \$1.1 billion in the same period this year.

Benjamin Duyck, AEM's director of market intelligence, attributed the lingering downturn in exports to the strong U.S. dollar, which makes U.S. equipment more expensive in other markets.

"Overall, the construction industry is expected to continue to grow by 3.4 percent globally in 2016, according to *Business Monitor International*; however, roughly half that growth is expected from the North American markets," the release noted.

On a brighter note, exports to Europe rose by five percent year-over-year to \$455 million from \$433.1 million. And Central America, which was down one percent, and Mexico, which dropped a fraction of one percent, were relatively stable.

"Looking at the individual countries, Belgium was up roughly 38 percent, which might look surprising," the release said. "The Port of Antwerp, though, serves as a pass-through for the European continent. Exports to Germany and the United Kingdom were also up; growth in Germany appears to have been driven by a boost in excavators and wheel loader exports and exports to the U.K. appear to be driven by an increase in self-propelled aerial work platforms."

For all of 2015, the global exports were 19 percent less than for the previous year, declining to \$13.9 billion.



Maps charts global decline of U.S. equipment exports for the first quarter of 2016.

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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

## EDITORIAL

# Brexit waves cross Atlantic

**I**t would be easy for North Americans to dismiss the recent historic vote in Great Britain to leave the European Union as a far away thing that won't have any impact on this side of the Atlantic Ocean.

Yet the day after the June 24 referendum, the Dow Jones Industrial Average dropped 668 points, or nearly four percent of its value, the price of oil tumbled about 50 cents a barrel, and the U.S. dollar gained against every other major currency.

At this writing, which was before the markets opened again on Monday, June 27, it was anybody's guess, educated or poorly educated, what would happen to financial markets and the world economy in the weeks to come. Was the early reaction just a twerk of panic that would quickly dissipate like the waves from a pebble or will it unleash a tsunami on these shores?

By the time you read this there might even be a good answer to that question.

One other question — a bigger one, really — certainly won't find an answer quickly. Will the popular discontent, real or imagined, about the perils of globalism and the growing unease of the middle classes about their economic prospects become a contagion that spreads across Europe? And closer to home, will that inspire similar uprising here?

Economically speaking, the U.K. has the most to lose from the Brexit, as the decision to leave the E.U. has come to be called. U.S. exporters might feel a bit of pain but primarily insofar as chaos in Europe stifles demand for goods and services.

North American businesses that don't export to Europe obviously don't have any direct causes for concern. And that would apply to virtually any business in the service truck industries. As illustrated by *Service Truck Magazine's* visit this spring to Bauma — the world's largest trade show held every three years in Munich, Germany — service truck body makers don't do a lot of business on the other side of the pond.

At the outset, companies with a regional footprint in the U.S. won't need to worry about the Brexit. However, if the Brexit fallout makes financial markets squeamish and squeezes capital, it could cause contrac-

tion at all manner of big businesses — in mining, energy, aerospace, and manufacturing. And if those businesses contract, they won't require as many machines that will need servicing from mechanics and their trucks.

If theories about the business cycle are valid, then maybe the worst that will happen is that the dip in the cycle happens a little sooner and goes a little (hopefully just a little) deeper in the wake of the Brexit vote. What can the medium and small businesses that make up the service truck industries, and the people who work in them, do about that anyway?

Not a lot.

But maybe, just maybe, people and voters in general can help smooth out the rough parts of the economic ups and downs by realizing that the whole world is in this together. If it wasn't obvious before, it should be after the Brexit vote that the world economy is one interconnected thing. Britain might be able to extricate itself from the E.U. but it won't be able to stand alone as an economic island.

A (slim) majority of British voters clearly don't like the deal they have within the E.U. However, they shouldn't be surprised if the deals they will now have to make outside of it, in order to conduct trade, aren't any better.

Of course, voters were angry and had every right to be. The global economy is a behemoth that is undergoing a metamorphosis driven largely by technology and policies that distribute most of the rewards from the transformation to a small elite. Oddly enough, most young British voters, who have the most at stake, were quite prepared to take their chances within the E.U. It was older voters, predominantly in rural areas, who tipped the balance. Seeing no future, they sought to turn back the clock.

Similar forces are at play in the coming U.S. election. Distrust of elites (and experts) predominates on the left and right, although ideas about the identities of those maligned elites (and experts) differs. Voters aren't stupid but when angry they can and do vote against their best interests.

Decisions are best made with a calm mind.



## 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](http://www.nelsondewey.com).



# Equipment dealers add new members

Nine new member requests have been approved by the Independent Equipment Dealers Association.

The new members will join about 200 other used equipment dealers worldwide that "have taken an oath to provide a superior experience for construction and mining equipment buyers and sellers," said a recent news release from the association.

The six new standard members are as follows:

- Dendy Machinery Sales and Rental of Irving, Texas;
- Heavy Equipment Co. of Austin, Texas;
- Bryan Brooks & Associates Inc. of Fort Collins, Colo.;
- C&E International Plant Ltd. of Loughborough, Leicestershire, U.K.;
- Littler Machinery Ltd. of Formby, Merseyside, U.K.; and
- Merriman Plant Limited of Ripley Derby, U.K.

They join the following three new associate members:

- Direct Capital — a Division of CIT Bank — of Portsmouth, N.H.;
- Gorilla Hammers of Randolph, Mass; and
- DirtJockey of Greenville, S.C.

"The IEDA prides itself on implementing a very thorough application process to ensure all applicants meet membership standards before being granted membership," IEDA executive director Kristen Williams said in the news release. "This strict vetting process gives used equipment buyers and sellers greater assurance in knowing they are working with trustworthy dealers. The IEDA logo is something our highly respected members can be proud of."

For more information about the association, visit [www.iedagroup.com](http://www.iedagroup.com).

# Canadian auctions break records

**V**ancouver-based Ritchie Bros. followed up its record-breaking auction in Alberta in late April with another record-setter in Toronto in mid May.

More than 3,000 pieces of equipment sold at the May 11 Toronto auction for a total of over C\$36 million, said a news release from Ritchie Bros.

The items included four cranes, such as a 1982 Grove RT740 40-ton rough terrain crane that sold for C\$15,000, according to auction results on the Ritchie Bros. website. Several boom trucks also sold, including a National 13100A on a Mack chassis that fetched C\$120,000.

The Toronto auction attracted more than 4,500 bidders, including online bidders, the release said.

"About 89 percent of the equipment was sold to Canadian buyers," the release said.

At the company's four-day auction in Edmonton April 26-30, more than 10,200 items were sold for in excess of C\$240 million. It ranked as Ritchie's largest ever Canadian auction and the second largest in the auctioneer's history. By dollar value, about 84 per cent of the equipment was sold to Canadians, with 46 per cent sold to Albertans.

Thirty-seven cranes were among the items sold, according to Ritchie's website. Those cranes included a 2000 Demag AC200 200-ton all-terrain crane that fetched C\$390,000 and a 206 Tadano TR800XXL 80-ton rough-terrain crane that sold for C\$325,000, and a 1997 Hitachi KH850-3 190-ton crawler that went for C\$300,000.



This 1982 Grove RT740 40-ton rough terrain crane sold for C\$15,000 at Toronto auction in mid May.



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## COVER

## Mechanics who moil under the midnight sun continued from cover

Over the six seasons that have already hit the air, the crews have mined millions of dollars in gold. But, like any other difficult operation in a remote location, they've also run into plenty of challenges from nature, luck — and equipment problems.

That's where the mechanics and their trucks come in.

Three service truck operators who have appeared on the show stumbled into unexpected TV fame through a bit of happenstance and good timing. Each said they've come away with a renewed appreciation for the work they do — and plenty of new skills.

### Equipment connection led to Yukon

Mitch Blaschke, an auto body mechanic with Buzzards Equipment and All-Ways Towing in Estacada, Ore., found his connection through some equipment. His company was selling a Hitachi 400 excavator and the stars of *Gold Rush* — father-and-son duo Jack and Todd Hoffman — were buying.

Blaschke helped haul the equipment up to the mining site, and the trip coincided with a period when the Hoffmans' operations — and the show — was getting bigger. They needed a full-time technician on site, and they wanted Blaschke's help. At first, he was hesitant.

"I've got a good full-time gig, and to go up there, be in the middle of nowhere

working on stuff — I know the struggles of that," he said.

But after some thinking, Blaschke decided he was up for the challenge. He joined the show in its third season, and ended up working for the Hoffman and later the Scribner crews.

Blaschke had been fixing things for years, starting with dirt bikes and go-karts when he was a kid, and later moving into other types of equipment. But in the remote reaches where his crews were searching for gold, the mechanic had to learn to do more with less — and in some cases, with unexpected parts.

In one episode, Blaschke gives the camera crew one example: making a discarded piece of metal — he's not even sure what it was or where it came from — into a temporary patch for a missing screen on a machine.

"She's fixed!" Blaschke says after making the on-the-spot repair. "Good enough for the Yukon."

He said in an interview that having to improvise is one of the biggest challenges of the show.

"I've been around heavy equipment for quite a long time, but when you're down in the lower 48 and you need parts, everything is readily available," Blaschke said. "That's the hardest thing, when you're out there and you have such a short time frame, you've got to do a lot of improvising."

*"There are strange things done in the midnight sun  
By the men who moil for gold ..."*

— Robert W. Service,  
*Bard of the Yukon,*

*"The Cremation of Sam McGee"*



Parker Schnabel is among the miners featured on *Gold Rush*.



Juan Ibarra unreeles a line from his service truck in this screen grab of a promo video for Discovery Channel's *Gold Rush*.

### From Facebook to TV fame

Juan Ibarra, whose family owns Ibarra Drain Services in Sun Valley, Nev., had spent a few years working in central Alaska as a maintenance contractor when a shot at *Gold Rush* came calling. Ibarra's brother in law, a big fan of the show, noticed a posting on Facebook that Todd Hoffman's crew was looking for a mechanic for the 2015 season.

Like Blaschke, Ibarra took some convincing to even inquire about the job. He had a good job and wasn't interested in moving. After his brother-in-law kept prodding, however, Ibarra told him he had a deal. If he felt that strongly, he could send in an application on his behalf. After all, he figured, he'd never end up on the show.

"Who knows how many thousands of people apply to this job," Ibarra said. "I figured it was a long shot, and I was sure there were a lot of qualified guys who were applying."

But a few weeks later, Ibarra got a call from the Discovery Channel. He was in.

Much of the work was very similar to other heavy equipment repair Ibarra had done in the past. But some of it — the work on conveyors and screens — was new. He didn't have a lot of experience working on Volvo machinery. Plus, there was added pressure: this learning process would be captured on film.

"You want to make sure what you say is accurate, so that you're not looking like a complete moron," Ibarra joked.

Plus, since the people tuning in from their living rooms don't necessarily know

all the ins and outs of the business, Ibarra and the others on the show were instructed that they'd need to be careful to talk to the camera in plain language.

"Something that the producer had to tell me early on was, 'Juan, explain this to me like I'm a kid,'" he said.

### Keeping cool under pressure

There's also the challenge of staying cool and collected when the cameras are rolling but things aren't exactly running smoothly.

In one episode, Ibarra is called on to help at a particularly difficult moment: equipment has malfunctioned and the mine's operations are shut down. Time is money and no one is happy about the unexpected delay.

"We were shut down yesterday, we're shut down today, and we're getting further and further behind," Ibarra says, pulling equipment from his service truck. "We've got a mountain developing behind us, and we're going to be completely buried in pay (dirt) here pretty quick."

The boss, Todd Hoffman, admonishes another crew member for not paying close enough attention: "That belt over there looks like somebody didn't dig out from under it."

As tempers begin to flare, Ibarra steps in, reminding Hoffman that he's "already got us running around over here doing everything. I don't know what's going to happen."

It's clear from the scene that stress levels are running high, as is the workload; the

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*"I've been around heavy equipment for quite a long time, but when you're down in the lower 48 and you need parts, everything is readily available. That's the hardest thing, when you're out there and you have such a short time frame, you've got to do a lot of improvising."*

— Mitch Blaschke, Buzzards Equipment and All-Ways Towing, Estacada, Ore.

*"Who knows how many thousands of people apply to this job. I figured it was a long shot, and I was sure there were a lot of qualified guys who were applying."*

— Juan Ibarra, Ibarra Drain Services, Sun Valley, Nev.



other crew member yells out that they've been "running 22 hours a day, six days a week. When do you want us to do all this?"

Ibarra said the good — and bad — news is that viewers don't get to see the entire picture. Because days and hours of work is boiled down into quick episodes, viewers "only get a quick glimpse of what it's really like."

"Some of the repairs we had to do this season didn't make the episodes, and they were pretty cool repairs, really technical repairs," Ibarra said. "There's just so much going on through the whole mine site."

#### Everybody knows everybody

Another mechanic, Mike Beaudry of Lloydminster, Sask., got involved with *Gold Rush* through another cast member, Parker Schnabel, who he'd met at another job. When that job ended and Beaudry went on the job hunt, Schnabel reached out.

"Everybody knows everybody in the Klondike, so when tradespeople are available, employers know," Beaudry said.

Beaudry had been a mechanic for years, starting with his dad with the logging company Bell River Contracting. He found that learning how to fix things made him a more valuable employee — and eventually found that it was something he wanted to do full time. He started his own company, Beaudry Mechanical, in 2014, and got his own rig.

"I've tried a few different rig modifications like skid units, different deck units and different set-ups," Beaudry

said. "I'm still looking to build the perfect, custom set-up that's mobile and agile for easy accessibility."

Beaudry watched *Gold Rush* before he was on it, and says he's still surprised to think that he's now a fixture on the show. He said he's glad to be part of something that gives people a close-up look at the work of his industry, and the type of mechanical problems that mining crews have to contend with daily.

"Equipment breaks every day, all around the world," he said. "I think because we deal with equipment that catches gold, that's what interests people."



*It's all about the quest for gold.*

Still, Beaudry said, the work remains the same.

"A broken machine is a broken machine and it doesn't change the way I fix things, whether someone is watching or not," he said.

#### Is that the truck from *Gold Rush*?

Interest in the show has even spilled over into the mechanics' day-to-day work when they return home during breaks from filming the show. Ibarra said he sometimes gets recognized when he's on the job.

"When I'm at the parts house or getting parts I do, especially (from) guys in the industry," he said. "They see my service truck out front, and they say: 'Is that the service truck from *Gold Rush*?'"

This spring, Ibarra was gearing up to begin another season of the show. This time, the action he's involved in will be near Baker City, Ore. Despite the change in location, he expects there will be plenty of the same drama from the past seasons.

"I think it's going to be similar in that there's going to be a lot of breakdowns in general," he said.

Blaschke said he's hopeful the added spotlight on his work will help spark young people's interest in the industry.

"I'm hoping some guys and gals will see that and go into that field," he said, "because at the end of the day you've got to have people fixing broken stuff."



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## BAUMA 2016

# North Americans impressed with huge German trade show

Bauma, a triennial heavy equipment exhibition in Munich, draws attendance of nearly 600,000

Photos by Keith Norbury except where otherwise noted

KEITH NORBURY

**T**he world's largest trade show of heavy equipment offered a smorgasbord for the senses to anyone with an interest in massive machinery this spring.

The latest edition of Bauma — held every three years in Munich, Germany — drew nearly 600,000 visitors through the turnstiles of the gigantic Messe Munich exhibition center and grounds April 11-17. Lost in that crowd were thousands of North Americans who made the trek to check out the latest offerings from such equipment giants as Liebherr, Volvo, Caterpillar, and Terex.

Among the Americans at the show was Ben Stoller of Milwaukee, Wisc., who is the director of radio controls for Magnetek Inc.

"It's our first time showing," Stoller said of the company's Bauma booth, which was in the U.S.A. pavilion. "We've walked it a

number of times before, and it's a targeted market for us. Obviously, a lot of equipment out here uses radio controls. So it's a really good show."

Magnetek is a producer of power and motion control systems used in material handling for equipment such as cranes used on service trucks. In fact, the company manufactures and brand labels the NexStar 3 controller for Tulsa, Okla.-based Auto Crane, Stoller pointed out.

"Theirs is a highly specialized program to work with their cranes," Stoller explained. "It can be modified as long as the truck crane manufacturer, their hydraulic integrator, gives us the specifications of what their needs are; we'll tailor it to what they want."

So what were Stoller's impressions of Bauma?

"Well, the obvious is it's massive," Stoller said. "The second parts though are the details of the breadth of product that you see."



A bird's-eye view reveals the expanse of Bauma 2016, which boasted a record 605,000 square metres of exhibition space. Photo courtesy of Messe München



Bauma visitors are dwarfed by the 47-cubic-yard bucket of a massive 677-ton Komatsu PC7000 mining shovel.



Debbie Phillips of the State of Pennsylvania, tends the Curry Supply Company booth at the Pennsylvania pavilion at Bauma.



Thoralf Lasczyk, business development manager with Sortimo International GmbH, touts the company's shelving and rack systems.



Visitors wait behind turnstiles to enter Bauma 2016 on its opening day April 11.



**"It's our first time showing. We've walked it a number of times before, and it's a targeted market for us. Obviously, a lot of equipment out here uses radio controls. So it's a really good show."**

— Ben Stoller, director of radio controls for Magnetek Inc., is all smiles as his Wisconsin-based company exhibits at Bauma for the first time.

**"We've had great meetings here with a lot of the OEMs. But as importantly, a lot of our customers have gone by our booth."**

— Ritchie Bros. CEO Ravi Saligram (right) and regional sales manager Matthias Ressel visit the company's stand.



## Show synonymous with construction

Bauma — short for Baumaschinen, the German word for construction machine — attracted 580,000 visitors from 200 countries to its latest iteration, according to the show's final report. Neither the U.S. nor Canada cracked the top 10 in attendance among those countries, though. That list consisted entirely of European nations. U.S. exhibitors totalled 127, about six per cent of the 2,160 non-German companies that exhibited at the show. The show listed 20 Canadian exhibitors, although that didn't include Vancouver-based Ritchie Bros., which was listed under its Netherlands subsidiary.

Ritchie Bros. CEO Ravi Saligram, who was appointed to the position in July 2014, was attending Bauma for the first time and was impressed by the show's size and scale as well as the number of equipment brands represented.

"We've had great meetings here with a lot of the OEMs. But as importantly, a lot of our customers have gone by our booth," said Saligram, who lives in Chicago, during a visit to the Ritchie booth, which was decked out like a Bavarian beer hall.

He added that Bauma has been a great way for the company "to showcase our latest addition to the family," Mascus, a global online equipment listing service that Ritchie Bros. acquired in February for US\$26.6 million.

Ritchie Bros. auctions any type of equipment imaginable. That includes service trucks, although that is niche part of the auctioneer's business.

"We do sell a lot of vocational trucks," Saligram said. "But also we've now made a big foray into on-the-road trucks as well because that's a big new sector that we've been in for several years but we're putting a lot of emphasis on."

Last year was "a great year" for Ritchie Bros., Saligram said. "It was probably one of the best years we've had in a long time," he added, attributing the success to a great team that is executing the company's diversification strategy.

## Just like ConExpo but far bigger

It was a great year for Bauma despite less than ideal weather conditions. While

the sun drenched the outdoor exhibition grounds for most of the opening day, for the remainder of the week grey clouds dominated the skyline. Rains often forced many visitors to desert the outdoor areas and find refuge in the indoor spaces. A thunder storm even prompted staff at the gigantic Liebherr stand to lower the booms of some cranes as a safety precaution.

Bauma invariably draws comparisons with the triennial ConExpo-Con/Agg trade show in Las Vegas. The major difference is that Bauma is simply far bigger. Attendance at Bauma 2016, for example, was about five times that of the most recent ConExpo in 2014.

Another key difference, from a service truck perspective, is that while displays of service trucks are scattered through the ConExpo grounds, North American-style service bodies are rare if not non-existent among the thousands of exhibits at Bauma.

Mechanics trucks just aren't as ubiquitous in Europe as they are in the U.S. and Canada.

"I think it's a habit of the people. The customers here, they take vans," said Thoralf Lasczyk, business development manager for importers and new markets with Sortimo International GmbH.

A German-based manufacturer of shelving and rack systems for commercial vehicles, Sortimo has a partnership with well-known U.S. service body maker Knapheide Manufacturing. While Sortimo systems can be installed in service bodies, their primary applications are in vans.

And in Europe, mechanics prefer vans over trucks, particularly in urban areas, Lasczyk said.

"But I think we also have an increasing number of pickup trucks," he added. "Not in Germany but in other countries maybe, in the Scandinavian region, and in the south."

## Service truck presence lacking

Howard Dale, vice-president of Europe for LuiGong Dressta Machinery Co. Ltd., said in an interview following a press conference that service trucks are being used in parts of Europe. However, they tend to be smaller service bodies on the chassis of trucks such as Iveco, an Italian brand not sold in North America.



## BAUMA 2016

They are not of the same super heavy-duty category as North American service bodies, Dale said. "But certainly on the bed of an Iveco," he added. "We've got some very fine coachwork companies that come in and give us the ability for carry-on oil, lubricants, and tools."

These trucks can also be equipped with cranes. But again, "not as heavy as what we see in the U.S.," Dale said.

Compressors and welders are also becoming more popular on these trucks in Europe. "So basically one guy in a mobile work station," Dale said.

Service bodies are also beginning to catch on in southeast Asia, he added. But in China they remain non-existent. "People have the tools in the back of a truck," Dale said.

One of the few service truck-related exhibitors at Bauma 2016 was Curry Supply Company, a manufacturer of water trucks and dealer of mechanics trucks, service trucks, and lube trucks.

Unfortunately, Curry's rep had to cancel his visit to Bauma at the last minute. However, the Curry booth, in the Pennsylvania pavilion, was left in the capable hands of pavilion staffers Tina Taylor and Debbie Phillips.

"We've had quite a few people interested and we've actually done a couple of meetings on their behalf," said Taylor, an international trade project manager for the state. "Even though they weren't able to be here, we're hoping to take some success back for them."

Curry was one of eight companies that had displays at the Pennsylvania pavilion, which has been a fixture at Bauma since the 2010 show.

"We've always brought eight to 10 companies with us and it's been very successful for our companies," said Taylor, who also serves on the Southern Alleghenies Planning and Development Commission, which provides firms with international export assistance. "It gives them reach into visitors from 200 other countries."



Hector Sanchez of HBC-radiomatic Inc. promotes the company's new Technos A and Technos B radio controllers.



Two new exhibition halls, located adjacent to C4, will be built in time for Bauma 2016

## Bauma to add new halls

Just when it seemed like Bauma couldn't get any larger, the massive German trade show's organizers plan to build two new exhibition halls in time for the next exhibition in April 2019.

Construction on the new halls — to be designated C5 and C6 — will commence this June, following the IFAT waste water exhibition, fair organizer Messe München had announced earlier.

The two new halls, totalling 20,000 square metres, will complete the buildings at the exhibition centre, bringing to 18 the number of exhibition halls. The halls will then total 200,000 square metres of floor space while the outdoor area will measure 400,000 square metres.

With no more additional land to expand, "the outdoor space might be reduced a bit,"

said Neeta Correa, Messe München's Canadian representative. "But this was something that they had planned in advance."

Messe München started with 12 exhibition halls in 1998. Cost of the last two halls is estimated at 105 million euros.

Bauma began in 1954 with 20,000 feet of exhibition space and was an annual event in the early years, according to the Bauma website. Messe München, a primarily state- and city-owned enterprise founded in 1964, acquired privately owned Bauma in 1967. The last annual Bauma was in 1973 and it became a triennial event in 1977. In 1998, the trade fair relocated to its current home, then called Neue Messe München, of the site of the former airport at Riem.

The 32nd iteration of Bauma is scheduled for April 8-14, 2019.

*continued on page 26*



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## COVER

# Ultra-clean engines enter their fifth stage *continued from cover*

## New rules limit particles

The new stringent Stage V standards, to take effect Jan. 1, 2019, would eliminate about 99.9 percent of particulate matter from diesel exhaust, something that requires a diesel particulate filter, noted a news release from Cummins. A key requirement of Stage V, not in the previous stage, is a particulate “number count” that limits emissions to no more than a trillion particles for each kilowatt hour of engine output.

The maximum allowable weight of the particulates will also be reduced to 0.015 grams per kilowatt hour. Under Stage IV, the maximum allowed particulate weight is 0.025 grams per kilowatt hour, according to a posting on dieselnet.com that explains the European emissions standards in detail.

The European and U.S. Environmental Protection Agency standards, which each began phasing in during the mid 1990s, are harmonized to a large degree but with a different nomenclature — tiers for the U.S. and stages for Europe.

It's not clear when or if the U.S. EPA will adopt a Tier 5 standard, according to recent articles in the trade press. However, if Bauma offered any indication it's that engine manufacturers plan to be ready when the day comes.

## Several makers ready or not

In addition to Cummins, other diesel engine makers had Stage V engines on display in Munich. They included Man Engines, which has been owned primarily by Volkswagen since 2011; Sweden-based Scania, of which Volkswagen is also the majority owner; Rolls-Royce, which showcased its MTU Stage V engines; Bavaria-based Hatz Diesel, and Osaka, Japan-based Yanmar.

Volvo Penta president Björn Inge-manson meanwhile told a Bauma press conference that the Swedish engine maker is about to begin its “Stage V approach,” which he said would be “a simple compact solution.” While he predicted that a Stage V engine would be four or five years away,



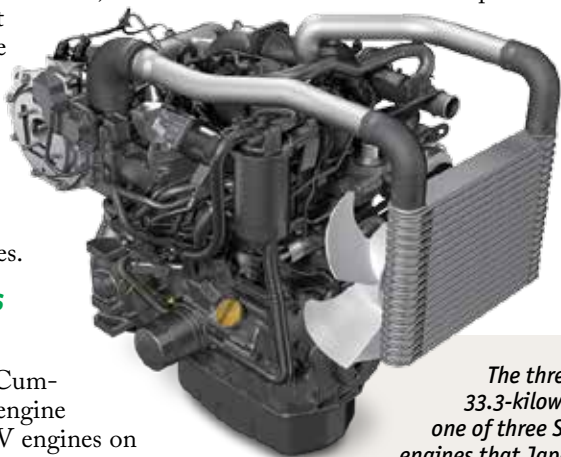
Swedish manufacturer Scania Engines touts the Stage V readiness of engines on display at its Bauma stand.  
Photo by Keith Norbury

he said Volvo's solution would be similar to its on-road applications that meet the Euro 6 standard for commercial vehicles.

“So when we introduce (Stage V) we will of course have thousands of kilometres on road to prove the technology,” he said.

Scania Engines is already basing its Stage V industrial engines on its “successful Euro 6 engines for on-road applications,” a news release quoted Anders Liss, the vice-president of sales.

And it can offer those engines — in nine-, 13-, and 16-liter platforms ranging from 202 to 566 kilowatts — “well in advance” of the 2019 Stage V deadline, the release said.



The three-cylinder 33.3-kilowatt 3TNV86CHT is one of three Stage V ready diesel engines that Japan-based Yanmar launched at Bauma 2016.

## Eliminating EGR saves space

The new Cummins Stage V engines are already compact and with a simple architecture, chairman and CEO Tom Linebarger said at the Cummins press conference. A key to that is the lack of an exhaust gas recirculation system, or EGR, and the presence of an after-treatment system “that's 50 percent smaller and 30 percent lighter than its predecessor,” he said.

That trade-marked Single Module

system can translate into an average of 10 percent more power and up to 30 percent greater torque in some cases, Fier said. The Single Module combines the DPF, selective catalytic reduction system, or SCR, doser, and mixer “into one unit,” Fier said.

“We have removed sensors and fault codes no longer needed,” Fier added. “And with an EGR-free design, we're able to simplify the air-handling system, which only requires a single turbo. With all these initiatives, I'm very pleased to say our overall in-service reliability will rival that of engines meeting emissions three levels behind, taking us back to the reliability and service simplicity associated with our Stage IIIa, and Tier 3 engines — a remarkable achievement.”

## Engines will also meet Tier 4

On top of meeting the stringent Stage V regulations, the new engines will be “co-certified” to meet the EPA's Tier 4 final requirements as well as equivalent regulations in South Korea and Japan, a Cummins news release said. “That will make available the benefits of the EGR-free engines to help OEMs reduce the complexity involved with powering their global equipment platforms,” the release said.

The new Stage V Cummins models are the renamed F3.8, B4.5, B6.7 and L9, which range from 100 to 430 horsepower (75-321 kilowatts).

Cummins also renamed its heavy duty 12- and 15-liter engines, the X-12 and X-15, for Stage V applications, said a company news release. They “will retain the same DPF-SCR after-treatment system in order to provide ongoing installation continuity for OEMs in higher-output, more



Tom Linebarger chairman and CEO of Cummins Inc., opens a press conference at Bauma 2016.  
Photo by Keith Norbury

specialized machines,” the release said.

According to Cummins, the EGR-free X-12, which has a top rating of 512 horsepower, “lowers heat rejection by over 40 percent compared with that of engines using cooled EGR.”

Meanwhile, the 74-horsepower-rated four-cylinder F3.8 has engine-mounted DPF with no need for SCR, “making that rating particularly suitable for rental equipment,” a Cummins news release said.

The Stage V engines across Cummins' 500- to 1,000-horsepower band also have a very high tolerance to sulfur in fuel, Fier said. That tolerance is 5,000 parts per million compared with 15 ppm for ultra-low sulfur specced engines.

“This tolerance removes a major barrier in reaching one of our goals of a universal engine platform,” Fier said. “OEMs will be able to use the same engine platform for every emissions need and standard, something that has eluded the industry for years.”

## After-treatment system essential

Other manufacturers' Stage V engines share many of the Cummins' features, such as the requirement for a DPF, not needing

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an EGR, and employing an after-treatment system.

Yanmar said in a news release of its own that three new turbocharged and after-cooled engines it launched at Bauma are Stage V ready. In addition to enhanced fuel efficiency and compact size, the engines feature a “unique exhaust gas management technology” for the DPF that enables maintenance intervals of 6,000 hours — “effectively the lifetime of most machines,” the Yanmar release said.

Man Engines machines on display at Bauma — the 12-cylinder D2862 LE13x and the six-cylinder D3876 LE12x — can meet Stage V requirements when equipped with modular exhaust gas after-treatment, or AGN, a news release noted. Rolls Royce also had two of its new engines six-cylinder Series 100 and 1500 engines with AGN on display at Bauma. The engines “are currently being further developed jointly by MTU and Daimler, based on Daimler commercial vehicle engines, to meet EU

**“OEMs will be able to use the same engine platform for every emissions need and standard, something that has eluded the industry for years.”**

— Jim Fier, vice-president of engineering, Cummins Inc.

*This MTU 6R 1000 diesel engine is equipped with a one-box exhaust gas after-treatment system.*



Volvo Penta president Björn Ingemansson addresses Volvo's press conference at Bauma 2016.  
Photo by Keith Norbury

Stage V regulations,” a release said. Rolls Royce expects the engine to be available in the 100- to 480-kilowatt range by the Stage V deadline in 2019.

“Construction companies will benefit immediately from the advanced technological developments for EU Stage V,” the release quoted Bernd Krüper, MTU's head of construction and agriculture business. “What we expect to see from the development work are higher torque at low rpm, a further reduction in fuel consumption and an extended power range compared with predecessor engines.”

#### **No modifications necessary**

Hatz Diesel anticipates that its engines will meet Stage V standards “without any modification,” said a news release from the company, which is based in Ruh-

storf, Bavaria about 65 miles northeast of Munich.

“In the power range 19 to 56 kilowatts, the new H-series fulfils the specifications of Tier 4 final,” the release said. “Thanks to the best preconditions for a proven exhaust after treatment, the step to a Stage-V-compliant engine is not far. Equipped with a diesel particulate filter it also ensures the requirements of EU Stage V in the future.”

The way Fier spoke, however, made it sound like Stage V actually prodded his company to build better engines.

“We have taken the opportunity to reinvent the engine and redefine their performance standards,” Fier said. “These engines will leap ahead of their Stage IV version by means of extra power, (and) extra torque without the need to increase displacement.”





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BY DAN ANDERSON

# Spec My Truck

Photos by John Titus/Pro-Image Photography

## All work, no flash

This Aussie service truck is all about results

**T**here's a good chance that few service trucks in the world have as much "experience" as Zac Grubb's truck.

"I inherited it from my boss, who used it for maybe 20 years before I bought it from him when he pensioned it off," says the 27-year-old mechanic from Ungarie, New South Wales, Australia. "The truck itself is a Mitsubishi FH100 Canter powered by a 6D31-T (six-cylinder, 150-horsepower Mitsubishi diesel) with more than 620,000 miles on the clock. I bought it with a sick engine and spent my nights patching it up on a dime to get myself into the mobile machining (field repairs) game."

That work includes everything from pulling engines and transmissions from skidsteers and heavy earthmoving machines for rebuilds back at the shop, to road-side repairs on express trucks that have to meet strict delivery deadlines.

"Overall, it's a great job — it's what I've wanted to do since I was a kid," Grubb says. "I started out working on (machinery) on a farm, then went through an apprenticeship so I could take the test to be qualified as a professional mechanic. In Australia, if you take money for making repairs, you have to be a qualified tradesperson."

The layout of Grubb's truck is aimed at efficiency. It carries a total of 10 toolboxes, eight of them home-fabricated. The two factory-made toolboxes are Kinchrome-brand tool chests. One carries most of his hand tools. The other is a work-in-progress as he switches away from on-board bulk fluid storage.

"I'm building a trailer to pull that will carry my oil barrels and stuff like that," he says. "Once I get the other big box organized it will house my porta-power and other big, bulky tools."

A 3,000 pound-capacity electric-over-hydraulic Hyva crane helps with heavy lifting. A Robin, 14-horsepower, gas-powered welder/generator provides up to 200 amps of stick welding capacity and an onboard electrical supply. Light-duty welding is handled with a flux-core CIGWeld 150 welder that lives in the truck. If heavy-duty MIG-quality welding is required, he loads a JIC three-phase MIG welder into the truck's bed.

"For hand tools, I'm a big fan of Snap-on," Grubb says. "Seems like I'm forever handing money to them. But I don't hesitate to buy cheaper tools, or to improvise tools if I have to, in order to get a guy fixed and running again. I've got everything in 3/8-, 1/2- and 3/4-inch drives in hand tools and rattle wrenches, as well as one-inch drive rattle guns. But there

**"A break-down job is a different kettle of fish from when they bring something into the shop. When they're broke down on the side of the road and have freight on a deadline, you do what you have to do to get them patched up and moving."**

— Zac Grubb,  
New South Wales, Australia

are Kinchrome wrenches, Repco, Milwaukee, Makita and a lot of other brands of tools in my toolboxes."

Grubb enjoys the challenges of working on-the-fly, but differentiates between types of repairs.

"A break-down job is a different kettle of fish from when they bring something into the shop," he says. "When they're broke down on the side of the road and have freight on a deadline, you do what you have to do to get them patched up and moving. I admit there have been times when I was pretty pleased with myself for the way I improvised to help a guy deliver freight on time."

Grubb is unmarried, and lists his work schedule as, "I work for one bloke on Monday through Friday on skidders and stuff like that, work for another bloke on Saturdays if he needs me, and then I work for myself the rest of the time. It's pretty much 24/7, especially when they call with broken-down stuff on the highway."

Late-night repairs encouraged Grubb to add extra lighting to his truck. He works from the rear of the truck when making repairs on the shoulder of the road, and installed a pair of spotlights on the rear of the bed, with plans to add more. He has a floodlight on an extension cord to bathe his work area in light.

"And I've always got a torch (LED mini-flashlight) in my pocket," he says. "There's no such thing as too much light when you're working on the shoulder of the road at midnight."

Grubb is constantly scheming to add lights, tools, toolboxes and accessories to his truck because prospects for a newer truck are dim.

"The boss tells me that a good mechanic doesn't need a fancy truck," he says. "So far I haven't run into anything that's proved him wrong."



Tech books are on the seat and a kangaroo deflector on the front of this Australian service truck.



"Flash" is secondary to function. All tools are within easy reach.

With a 'roo bar on the front and minimalist tool storage in the back, doing the job he loves makes Australian mechanic Zac Grubb a happy man.



Rugged Kinchrome tool box holds small hand tools.



A mid-bed step on the side of Grubb's service truck gives him easy access to the front of the flatbed.

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.



# Tell us about your truck

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

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Gas-powered shop air compressor provides air as-needed.



A basic 3000-pound Hyva crane with manual controls does the heavy lifting.



A few dents prove the value of Grubb's bumper guard, aka, "Roo Bar."



Access to the front of the service body is easy via mid-bed steps between toolboxes.



Home-made tool compartments stack to save space.



A 14-horse-power gas-powered Robin generator/welder provides on-site electricity and welding capacity.



Every mechanic has a favored tool brand. Grubb pronounces his preference on his windshield.



Grubb's hose reel doubles as a place to loop other air hoses.



An emergency beacon and several adjustable spotlights help with nighttime roadside repairs.



## NEWS

Gargantuan lube trucks take on big mining jobs *continued from cover*

Wabash Manufacturing Inc. built this pair of huge lube trucks.  
Photo courtesy of Wabash Manufacturing Inc.

"A lot of these applications are where the job site is several miles away from shops or refueling stations, so to get the large equipment back and forth would take quite a bit of time and effort," Wibben says. "And the size of the equipment is continuing to grow. Whether it be for fueling or just the hydraulic equipment, it's getting so large that it requires larger volumes of tanks and heavy pumping equipment that can dispense at larger rates."

Maintainer builds its large-scale trucks on Kenworth chassis, some of which have a gross vehicle weight rated higher than most road limits. Wibben says that Maintainer offers in-depth filtration systems, as manufacturers have stringent guidelines for the cleanliness of oil being transferred. Maintainer also uses quick-connect hook ups, so operators can couple equipment to change oil without having to open a fill cap — thus reducing potential spills and leaks. The company also offers a variety of lighting options.

"With a 24/7 operation, a lot of this can be done during the night hours so some good lighting for both site visibility and safety is very important," Wibben says.

### Customization is king

Brett Manahl, general manager of California-based Valew Quality Truck Bodies, says his company's large lube trucks are generally built on larger Caterpillar equipment. Valew has a few standard models, but when it comes to mines the business is primarily based upon customization.

"Primarily, it fits within a standard framework," Manahl says. "The only variations will be gallon capacities or pumping capabilities, whether they want diaphragm style pumps or if they're looking for something hydraulically driven. It boils down to how many products they're going to want on the equipment. We'll cater to whatever their needs are for capacities of fluid needed to service their equipment."

*"It boils down to how many products they're going to want on the equipment. We'll cater to whatever their needs are for capacities of fluid needed to service their equipment."*

— Brett Manahl, general manager,  
Valew Quality Truck Bodies



A lubrication service body by Maintainer Corp. of Iowa Inc. performs preventive maintenance on a construction site in the U.S. upper Midwest. Photo courtesy of Maintainer Corp. of Iowa Inc.

Wabash Manufacturing Inc. of Westlock, Alta., Canada, also uses Caterpillar bases, primarily the Caterpillar 745-C factory long wheelbase. Dan Hunt, mining sales coordinator for Wabash, says his company orders the factory long-wheelbase to have an extra 1.4 meters of space for the additional equipment.

"We manufacture custom lube and fuel solutions for supporting large units like hydraulic shovels, large excavators or dozers — mostly tracked equipment," Hunt says. "They need the big lube trucks to go to the tracked equipment. Wheeled equipment can go to a service station area, but the tracked equipment cannot."

Caterpillar 745s are primarily used for dump trucks, but Wabash orders them without the dump boxes. Other features of Wabash lube trucks are their environmental controls.

"We primarily work for cold climate customers," Hunt says. "So keeping your lubricants warm so they're viscous enough to pump is a big concern."

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Oro Design & Manufacturing Ltd.'s massive lube trucks are made specifically for compatibility with oil totes.

Photo courtesy of Oro Design & Manufacturing Ltd.



California-based Valew Quality Truck Bodies primarily makes custom lube bodies.

Wabash also provides a variety of protections from potential spills and contamination issues. All lubricants have complete secondary containment systems, as well as fail-safes for spills and drips throughout the truck.

"We try to make sure there are no hydrocarbons leaked onto the ground ever," Hunt says. "The mining environment is very concerned about environmental issues, like spills and contamination control. Caterpillar has a very aggressive warranty program. We have to maintain quality to the ISO standard that Caterpillar requires, so we maintain full ISO contamination controls."

#### Tote system solves problem

Combatting the elements is also a key focus for Ontario-based Oro Design & Manufacturing Ltd. President Barry Smith says that the company was making standard-sized lube trucks until it received a request from one of their customers.

"A customer that had some of our existing trucks asked us to solve a problem they had on the lube side," Smith says. "In the mines in the north, oil is delivered on site in 100 liter totes. It was always a chore and very time-consuming transferring the oil from a tote to a lube truck. And in the winter time, they had to pre-heat the tote so they could transfer the oil. They asked us if we could come up with a solution."

The Oro solution ended was to design a massive lube truck that would accept and work with the 100-liter totes. The totes can be installed directly into the trucks and connected directly to pumping and heating systems.

"It was based on our pre-designed lube body that we'd been manufacturing," Smith says. "We just had to take it to the next level — a little more on the heavy-duty side."

Oro's customer liked the first massive lube truck so much they ordered a second, this one including a crane for loading grease barrels and a skid that would fit both 100-liter totes or barrels. Smith says this gradual evolution is typical when creating a new vehicle.

"Because what we build is usually non-existent, when you see it on paper the customer gets it and says 'Oh, we should do this, this and this.' That's always the trend with new products when you're on the cutting edge," Smith says. "It's a normal every day for us. Usually we're creating the standard as we go."

#### Keeping up with the trends

North Carolina-based Taylor Pump & Lift offers road-ready lube trucks — none of its models are off-road units. However, those trucks can be up to 40 or 50 feet long, and carry up to 2,000 gallons of fuel or lube. Vice-president Jeff

Taylor Jr. says the company has made some unique lube trucks for its clients.

"We've done hydraulic and gas-powered pressure washing systems," Taylor says. "We've done parts washers, like you see in shops. Hand cleaning stations. I just quoted one job with a filter crusher. This customer wanted a filter crusher so he didn't have to sit around and let them drain."

With the wide variety of potential equipment and an evolving industry, Taylor relies on vendors and customers to keep the company up-to-date on the latest trends. Sometimes by working with a customer over a number of years, Taylor eventually ends up supplying an entire fleet, as in the case of a couple of lube trucks currently being constructed for phosphate mining.

"This is the number seven and eight trucks that we're building for them in a long line over the past few years,"

Taylor says. "These ones are different from the ones in the past — each one is a matter of 'this is what we're changing because of what we've seen in the field.' It's ever-evolving and we're willing to adapt to what the customer wants."

As the mining industry and the customer's needs evolve, lube truck manufacturers will have to continue to evolve as well. Wibben says that Maintainer and the other companies in this industry must be prepared for that.

"You keep thinking the machines are as big as they can get, but they keep coming out with larger equipment," Wibben says. "And a lot of these job sites keep moving further away from the shop or filling and maintenance stations. Due to that combination, the equipment continues to evolve. Most likely, we'll continue to have to make larger equipment."



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## NEWS

# High-tech visions mapped out at Fleet Management Summit

Software systems can already use data analysis to predict component failures, conference hears

Photos by Saul Chernos

SAUL CHERNOS

**I**magine a world so connected that a service provider knows, even before a driver does, that an engine's about to fail, a transmission's nearing its best-before date, or a tire's at high risk of blowout.

At the 2016 Canadian Fleet Maintenance Summit in April, participants considered a future where electronic data rules the road, enabling a new proactive approach to maintenance.

"The world is changing all around us," Bill Dawson, vice-president of maintenance, operations and engineering with Miami-based Ryder Systems, told roughly 300 people attending as part of Truck World in Toronto.

"Technology has changed the way we listen to music and shop," Dawson added. "There's been a sea change. Things have gotten smaller, more complex and faster, and our business is no different."

Software systems can now generate data that looks at trends and other evidence to

accurately predict an alternator or other component will soon fail, allowing an operator to replace it preemptively, without losing significant downtime.

"There's empirical data now that says if you maintain your fleet on time within a miles parameter and a time parameter, you'll control costs and have more up-time and better asset utilization," Dawson explained.

Dawson said Element Financial, a managed maintenance provider, recently invested significantly in technology designed to offer advanced analytics for customers.

Meanwhile, Ryder, Dawson's own company, is using advanced planning and scheduling systems which manage a shop's activity.

"The customer has full view of it from their desktop," Dawson said. "They can see the available windows to service their truck, they can see the status of their truck at any time, and they can self-select at any time during the process."



James Monteith of Hino Motors Canada says service trucks equipped with wifi allow technicians to use their laptops to 'talk' with trucks.

Self selection is crucial. Dawson said many customers want to use email or text to schedule preventative maintenance when it's convenient.

Interconnecting the supply chain is vital to helping ensure parts are immediately available, and access to data can guide actual maintenance work. "When it's time to add or replace a piece of equipment, all the information we've learned about their application can become part of the intelligence that decides what's the right spec," Dawson said.

Dawson described the volume and breadth of data that's becoming available from sources such as sensors and product codes as overwhelming. "It potentially facilitates a world of no unplanned down-time. Only scheduled."

## New technologies aim at proactive maintenance

Many large original equipment manufacturers have launched early versions of



Bill Dawson, vice-president of maintenance operations and engineering for Miami-based Ryder Systems, says new technology spells a sea change for the trucking industry.

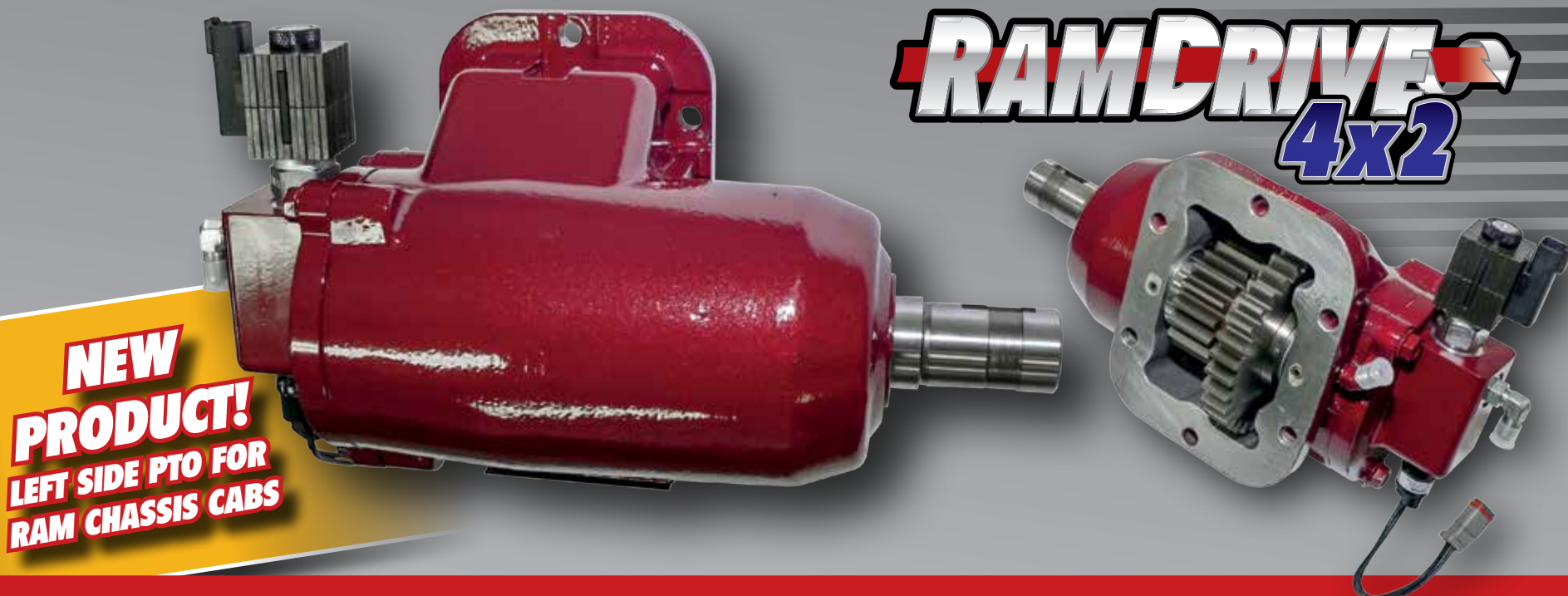
technologies that have proactive maintenance in mind. Dawson pointed to Detroit Diesel's Virtual Technician program, Cummins' Connected Diagnostics, and Volvo ASIST.

"From 10,000 feet they all look pretty similar," Dawson said. "They're taking the full-code data into some kind of contact centre, interpreting it, and driving action to the user."

The resulting phone call, text message or email leads to a suite of recommendations ranging from a service reminder to an urgent alert.

While technology stands to improve life for customers, data can be nuanced and complex, and maintenance providers and technicians need to adapt to an increasingly analytical environment.

Dawson said identical trucks hauling milk in Brooklyn or mattresses in Nebraska experience entirely different impacts in terms of idling time, stops and starts, and



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Kirk Altrichter, maintenance vice-president with Crete Carrier, says fleet maintenance management software should drive decision-making.



Jeff Van Poucke, president of Cummins Eastern Canada, describes a bright future for service trucks.



At a panel on the Electronics Revolution and Trucking of the Future, during the recent Canadian Fleet Management Summit in Toronto, industry insiders forecast what the future might hold for the industry. Panel members included Skip Yeakel, principal engineer for advanced technology and research with Volvo Group North America in North Carolina; Michael Riemer, vice-president of products and channel marketing with Virginia-based service relationship management solutions provider Decisiv; Larry Jordan, vice-president of product management with California-based fleet management technology provider Zonar Systems; Yves Maurais, fleet manager with Québec-based Groupe Robert; Kirk Altrichter, vice-president of maintenance with Nebraska-based Crete Carrier; and Ric Bedard, president and founder of Toronto-based fleet maintenance software provider Cetaris.

heat generated. "All of that is going to drive component wear and failure at very different rates," Dawson said. "Having one broad stroke around preventative maintenance won't solve that problem."

With 800 service facilities and 5,200 technicians to maintain its 180,000-strong fleet, Ryder averages 40 hours a year in training per technician, Dawson said. "We need a high calibre of individual for these jobs. These people need to be bright and intuitive, and they need to constantly learn."

### Training needs to reflect the innovations

Discussion about high-tech spilled into other sessions. At a panel on human resources, Dan Hutchinson, who teaches in the truck and coach program at Centennial College in Toronto, said electrical and computer-based systems are playing an increasingly significant role, and training needs to reflect this.

"The days of technicians and mechanics being called grease monkeys is long gone," Hutchinson said. "The amount of knowledge you need to know in electronics is huge. You have to be sharp to get into this trade."

In a keynote entitled How to Avoid Information Paralysis, Kirk Altrichter, maintenance vice-president with Lincoln, Nebraska-based Crete Carrier, said the ability to gather information in real-time is amazing and fleet maintenance management software should drive decision-making.

Altrichter singled out tire management as one of the costliest maintenance expenses for fleet owners and said manufacturers are beginning to use bar-code and radio frequency identification (RFID) technology to track components from cradle to grave.

However, Altrichter said information management poses significant challenges. "How many asset systems do you have and do they all agree? Do you sync them up?"

Fault codes and sensors are useful in preventative maintenance, but Altrichter said he's been "on the receiving end of a ton of sensor failures where (vehicle owners) didn't need to bring the truck in other than to replace the sensor."

### Techs can now talk with their trucks

On the Truck World trade floor, Don Moore, executive director with the Canadian Transportation Equipment Association, told *Service Truck Magazine* he sees technology advancing rapidly and the key is reducing enormous amounts of data to meaningful information.

"The diagnostic capability of the systems they're working with means technicians will have to know the limitations of the software they're working with and what that diagnostic information really means, and they'll have to turn that into a repair, a parts replacement, or whatever needs to be done."

James Monteith, national training manager with Hino Motors Canada, said service trucks equipped with wifi already allow technicians to use their laptops to

*continued on page 20*



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## NEWS

### High-tech visions mapped out at Fleet Management Summit *continued from page 19*

"talk" with trucks and identify error codes or other problems.

"What will eventually make it to the class 4-7 market that we compete in is a lot of what you see in a Class 8," Monteith said. "That's your telematics — your ability for the dealership to talk directly with the truck and the truck to talk directly with the dealership with respect to minor things like your diesel exhaust fluid is low, or you're X number of kilometres beyond your scheduled service."

Do advanced, preventative diagnostics spell the eventual demise of the service truck? Not quite, show attendees said.

"I don't know if we'll ever get to that point," the CTEA's Don Moore said. "As good as any system is there are still issues with the sensors. There's still going to be false positives and false negatives. It's not a perfect world."



Mike Gaudet, vice-president of fleet maintenance and equipment purchasing with Armour Transportation Systems, accepts the Canadian Fleet Maintenance Manager of the Year award the Canadian Fleet Maintenance Summit in Toronto this April. The award, which recognizes performance and contribution to the heavy-duty trucking industry, is somewhat of a family tradition — Gaudet's father Alban, also with Moncton, N.B.-based Armour, won it in 1997.

**"Technology has changed the way we listen to music and shop. There's been a sea change. Things have gotten smaller, more complex and faster, and our business is no different."**

— **Bill Dawson, vice-president of maintenance, operations and engineering, Ryder Systems**

#### Service trucks enable human element

For Hino's James Monteith, service trucks are here to stay because the human component will never disappear. "While technology's fantastic and may lead to certain efficiencies, there's something to be said for a mobile service component where a real person driving a truck may be able to come to the scene and assist a driver," Monteith said.

Jeff Van Poucke, president of Cummins Eastern Canada, described a bright future for service trucks.

"I don't think the end will ever arrive," he said. "The business of servicing equipment will evolve. We'll probably know before we even get

there what the root cause is and what parts to carry, and we'll be able to turn the repair event around really quickly."

Van Poucke said the capability already exists to use digital technology to diagnose and identify root causes of component failure, and the day will soon come where a patch or repair is delivered over the cellular network so a vehicle can be updated and recalibrated on the fly.

"I don't think the need for service vehicles will ever go away," Van Poucke said. "But I think the business of servicing equipment will change based on all of this intelligent information we're getting."



### Equipment dealer's CEO steps down

Strongco Corporation president and CEO Robert Dryburgh has stepped down from those positions, the Ontario-based equipment dealer said in a Jan. 22 news release.

"I would like to thank Mr. Dryburgh for his leadership over the last seven plus years and we wish him all the best," the release quoted Robert Beutel, chairman of Strongco's board of directors.

Beutel, who has chaired the company since 2001, will serve as interim executive chairman while Dryburgh will be available "to support a seamless transition," the release said.

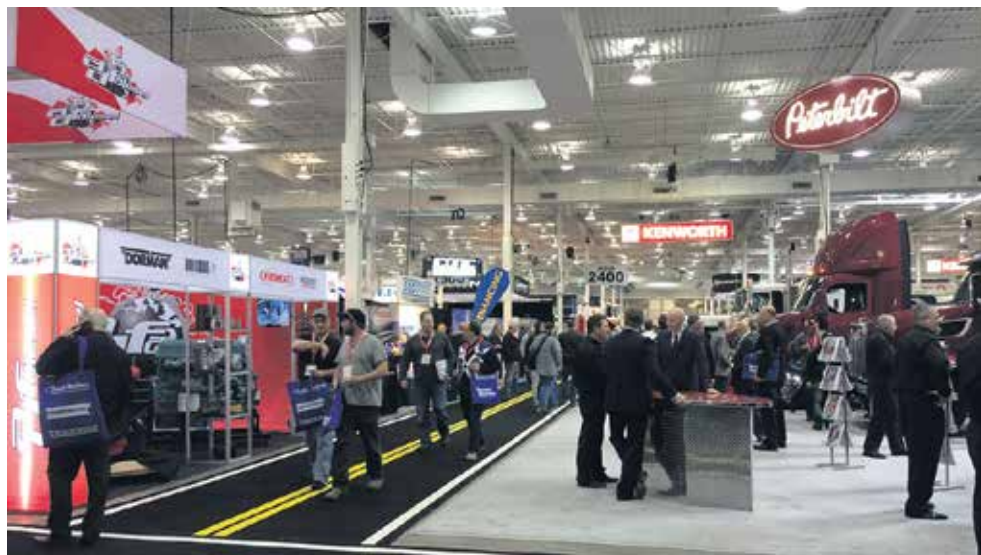
News of Dryburgh's departure came five days before Huddersfield Investments Ltd. announced it has acquired "beneficial ownership" of 1,050,010 common shares of Strongco pursuant to a private agreement. The shares, at \$1.75 each, represent about 7.94 per cent of Strongco's issued and outstanding shares, the release said.

Huddersfield together with "joint actors" Saul, Henry, Mira, and Julia Koschitzky have ownership and control of 3,672,204 shares of common stock in Strongco, about 27.77 per cent of the total.

Strongco, which trades on the TSX, has 27 branches in Canada and five in the U.S. The company represents such brands as Manitowoc, Terex, Fassi, Sennebogen, and Konecranes.



## ECONOMY



The trade floor at Truck World attracted a variety of vendors, from chassis and component manufacturers to an array of service providers. The show included the day-long Canadian Fleet Maintenance Summit, which featured discussion about anticipated trends in the industry. Photo by Saul Chernos

## Road warriors keep trucking despite resources downturn

Attendees at the most recent Truck World exhibition in Toronto share their thoughts on the economy

SAUL CHERNOS

**A**t Truck World in Toronto this spring, economic prospects for the trucking sector were more glass half-full than half-empty.

Murray Mullen, president and CEO of the Mullen Group, an Alberta-based trucking and logistics services supplier, offered a firsthand account of how the downturn in oil and other natural resources commodity prices is affecting his province.

"This is really a story of a lot of hardship on hundreds of thousands of people who've been involved in the oil and gas business — and not just Albertans," Mullen told about 400 people at a keynote break-fast presentation.

"Our company will survive. We'll adapt," Mullen said, taking a long-term, moderately optimistic view that there will be recovery in the oil patch but likely not to the degree that would see a return to the kind of boom times of the last few decades that attracted job seekers from across Canada and around the world.

"We're all tied to the price of crude in some way — the biggest consumer of crude oil ... is everyone," Mullen said, contending that some degree of rebound seems inevitable.

### "Disruptive" technology a major factor

A major factor affecting the industry, and consequently resource prices, Mullen said, is what he called "disruptive technology."

A current example, he said, is hydraulic fracturing, which opened new ways for increasing oil supplies and effectively disrupted Saudi Arabia's game plan, potentially averting skyrocketing oil prices.

"Albertans and producers will have to adjust," Mullen said, predicting \$60 per barrel will be closer to the new norm. "As tough as it is on our business, if that technology had not come in and had U.S. production not grown like that ... I can't tell you where the price of oil would be. Either Alberta was going to pay a price as the

producer, or the consumer would have if oil prices had gone through the roof."

Mullen put the number of recent layoffs at his own company, which is based in Okotoks, at 1,400 employees, but described as "probably understated" reports of more than 100,000 job losses in Canada's energy sector.

### Downturn softer for certain sectors

For the broader trucking and logistics sectors, the downturn has been "a little softer ... particularly cross-border, just because we had such a good run there for a little bit."

Mullen said a longshore workers' strike in California shifted the supply chain and created a short-lived, artificial demand for trucking.

"What did everybody do when the demand came in? They added truck capacity. Then, when the longshoremen went back to work, the next thing you know it all goes back to the lowest price again. So we've a bit of an adjustment phase that we're going through there."

Overall, though, Mullen said he sees an economy in both the U.S. and Canada that, at least from the consumer side, is faring well enough.

Asked how Canada's new Liberal government might impact the trucking industry, Mullen said the deciding factor will be whether policies promote growth.

"Growth is great for trucking, but it's more systemic than politics," he said. "I don't think it matters (who's in power). It would be a few more regulations if the Democrats get in (in the U.S.), but we'll adapt."

Mullen's advice? "Don't take anything for granted. At any moment something could happen to any of us. You could have a disruptive technology, you could have a change in government, you could have a change in a customer, you could have a new competitor. So embrace your moment when you have a chance because it's not here forever."

*continued on page 22*

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## ECONOMY

continued from page 21

## Service trucks up for auction out west

Dave Embury, service manager for Eaton Canada in Brampton, Ont., spoke with *Service Truck Magazine* on the trade show floor afterwards and said he appreciated Mullen's perspective on western markets.

"Out west, with the way the economy is out there, that (business) has really died off," Embury said.

"If we take some of the service trucks, there's likely a lot of them on the used market from the west, as their business has slowed up considerably," Embury said. "There's a lot of heavy-duty oilfield equipment being sold at auction, in used markets, and I'm suspecting a lot of their service support vehicles are also in that, as well."

While the west continues to struggle — the wildfires that devastated Fort McMurray in northern Alberta happened in early May, about a month after Truck World —



Wallace Lee and David Morley (right) staff the Mechanics Hub booth at Truck World.

Photos by Saul Chernos

other regions have fared better but have not been immune to impacts from the downturn.

"Everybody's still holding back a little bit on purchases, as well, as far as any expansion," Embury said, attributing some slowness in Canada to the stronger U.S. dollar. "A lot of products that move north-south, that's affecting economies, and we heard this morning (from Mullen) that the trucking industry is maybe over-capacity and has to get back to right-sizing as far as capacity goes."

From his perch at Eaton, which supplies manual and automated transmissions and clutches for heavy- and medium-duty trucks, Embury said sales in Canada have been relatively slow, and the U.S. market seems to be coming out of its lull a little quicker than Canada.

"We're so dependent on natural resources, so the U.S. dollar really impacts us greatly," Embury said.

## Positive vibes from U.S. economy

Don Moore, executive director of the Canadian Transportation Equipment Association, said U.S. economic performance is generally a good indicator for Canada.

"We're not seeing a gangbuster economy like we have at times in the past," Moore said. "But I certainly like what I see as far as the cautious optimism and positive vibes I get from talking to my membership and to my colleagues in the States."

Moore said the trailer industry did very well last year but has started to slow down a bit. "This has always been a cyclic industry, so we kind of expected it. But it just seems, lately, that the highs and lows seem to be more dramatic," Moore said.

While conceding that the situation out west "is not great," Moore said his organization's membership base has



"What did everybody do when the demand came in? They added truck capacity. Then, when the longshoremen went back to work, the next thing you know it all goes back to the lowest price again. So we've a bit of an adjustment phase that we're going through there."

— Murray Mullen, president and CEO, the Mullen Group

been growing in all provinces, including Alberta.

"That tells me the truck manufacturing business is not disappearing but diversifying. They're finding other niches they can build vehicles for," he said. "They're getting away from any given type of vehicle and going to a broader range."

At Cummins Eastern Canada, president Jeff Van Poucke said business is challenging and competitive, with truck service demand down primarily because of improved reliability and quality of components.

"The more traditional service vehicle is a pretty stable and steady market," Van Poucke said. "We don't see tremendous growth, but we also don't see a rapid decline."

Even out west, Van Poucke said, there's considerable activity. "We talk about the pause in capital deployment in the oil patch in terms of exploration and new drilling and new harvesting that may not be happening. But they're still harvesting oil, they're still producing, and they're still operating equipment. They may not be adding capacity, but they're still operating equipment, and when you're operating equipment you create service demand. So the service sector remains very busy."

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## ECONOMY

## Tool market still roaring

Based in Abbotsford, B.C., Tiger Tool provides suspension drive-line tools and related products to markets in Canada, the U.S. and Australia. Marketing manager Kevin Scheer said sectors that are highly dependent on oil and gas “have softened a little bit,” but otherwise conditions seem relatively steady.

“I’ve seen a lot of growth the last few years within the trucking industry,” Scheer said. “There’s different parts in the U.S. where things like auto manufacturing are rebounding slowly. But, within the trucking industry, we’ve seen some really good increases.”

At Mechanics Hub, a Toronto-based recruiting firm serving heavy-duty truck markets across North America, operations manager David Morley said business involving Alberta, North Dakota and other oil or coal-focused areas has been slow to non-existent. However, the rest of the U.S. and the more populated regions of Canada have been much stronger.

“It depends on the industry but transportation seems to be quite busy right now,” Morley said. “I don’t know why. I’m not an economist. I just know that I’m getting a lot of trucking companies and truck dealerships calling and telling me they really need guys and they need them now.”

Even Texas is “pretty big,” Morley said, pointing to that state’s diverse base. “We’re doing a lot of business on the transportation side of things.”

For Mechanics Hub, the stronger U.S. currency is a help rather than a hindrance. “If we’re getting paid in American dollars, that helps,” Morley explained.

Mechanics Hub has ramped up its business activity in the U.S. in the last five years or so, and Morley said it’s made a significant difference for his company.

“There’s only a set number of mechanics in Canada that I can help,” Morley said. “In the United States there are so many more.”



*Truck World trade floor participants included St. Louis-based Alemite Lubrication Equipment. Canadian national accounts manager Tom Cleverdon, above, reports to the company’s Canadian head office in Belleville, Ontario. Alemite manufactures a range of lubrication products, including fittings, grease guns, and oil and grease pumps, for a market spanning lube trucks, truck and heavy equipment dealerships and the mining and full industrial sector.*

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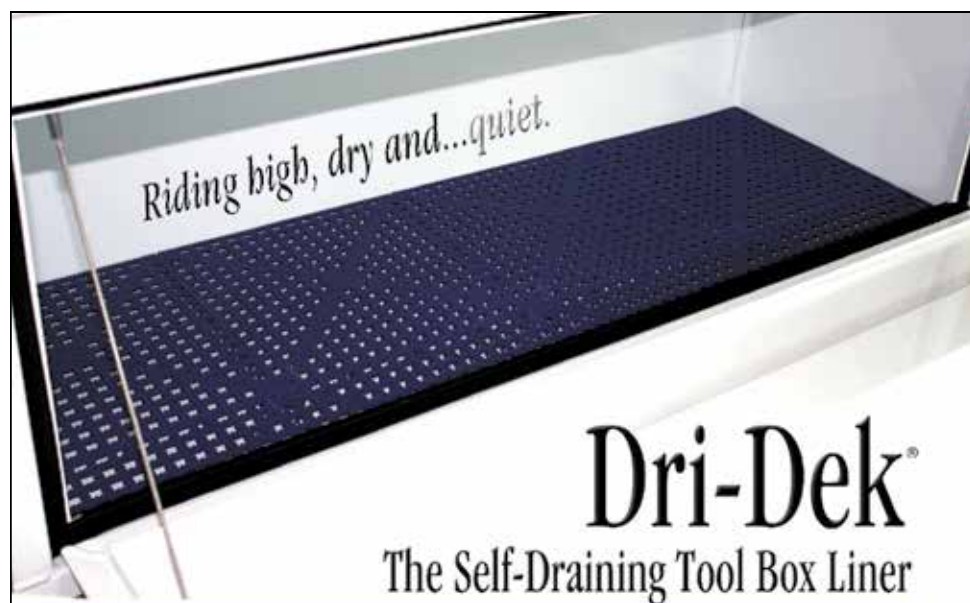
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## NEWS

### Equipment dealer opens new branch in Big Easy

**H**&E Equipment Services Inc. has opened a new branch in New Orleans. It joins eight other full-service H&E branches in Louisiana and 74 across the nation, said a recent news release from the company.

The newly constructed 18,700 square foot New Orleans facility sits on 10 acres, the release said. It features a parts warehouse, large yard area, and an eight-bay repair shop with a pair of five-ton overhead cranes.

Capable of repairing a variety of construction equipment, the branch will focus on equipment rentals, minor repairs, and parts throughout New Orleans and the Mississippi gulf coast areas, the release said.

The new branch will partner with the nearby Kenner branch, which will "continue to emphasize new and used equipment sales, major repairs and parts," the release quoted Stephen Schuler, New Orleans branch manager.

For more information on H&E, visit [HE-equipment.com](http://HE-equipment.com).

### Train crane maker revamps website

Pettibone/Traverse Lift LLC, the maker of Speed Swing train cranes, has launched a new website.

The site, [www.gopettibone.com](http://www.gopettibone.com), features "extensive information" on the company's core products, including the Speed Swing, which the site touts as "the original do-it-all rail crane."

"Pettibone has a storied 135-year history, and the new site reflects both the longevity of our brand and the new look we've established over the past couple years," the release quoted Mitch Fedie, marketing coordinator for Pettibone, which was founded in 1881.

Pettibone/Traverse Lift LLC is part of the Pettibone LLC Heavy Equipment Group, which is headquartered in Baraga, Mich., on the state's Upper Peninsula.



Pettibone's new website features a Speed Swing train crane.

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## APPOINTMENTS

## Iowa firm goes on hiring spree

**S**ervice body maker Stellar Industries Inc. recently added two new team members to its staff.

Jonathan Lang has joined Stellar's IT department as an enterprise resource planning administrator while Rachel Lynch has joined the marketing department as a marketing communication assistant.

Both appointments were announced in a May 31 news release on the company's website.

Lang previously worked for over 10 years with Oil-Rite Corporation in Manitowoc, Wisc., where he was an information systems manager. At Stellar, he will work with Epicor, material requirement planning software program.

"I'm looking forward to working with the people here," Lang said in the release. "My biggest challenge will be trying to achieve the unattainable, which is a perfect ERP system."

Lynch comes to Stellar within a month of graduating from Waldorf University with a B.A. in communications.

"I am looking forward to the opportunity to work with a variety of wonderful people here at Stellar," she said. "Everyone has been very welcoming."

Lang and Lynch are just the latest recent hires at Stellar, which is based in Garner, Iowa.

In late April, the company announced that Melody Rogers had joined as a warranty and return goods coordinator and Will Hendrikson has joined as a parts order representative. Meanwhile, Dillon Bauer moved from the company's crane assembly area to become a customer service representative. And James Ellefson returned to Stellar's customer service department after 10 years at Hawkeye Truck Equipment in Des Moines.

In early April, Stellar noted that Eric Janssen had recently started inside sales duties at Stellar after spending four years as a sales rep with American Eagle Accessories Group, a Stellar subsidiary. Also moving to an inside sales position was Ryan Ytzen, who had been a technical service rep for the past three years.



Rachel Lynch



Jonathan Lang

## Firm names new regional sales manager

A new regional sales manager has joined the staff of Curry Supply Company.

In his new role, Bruce Carpenter will be responsible for Virginia, eastern Tennessee, and central and western North Carolina, Curry said in a news release.

Carpenter has spent most of his 28 years in business-to-business sales and product support with a local heavy equipment dealership. So he is very knowledgeable about Curry Supply's markets, such as construction, mining, aggregate, and equipment rental, the release noted.

Certified with the U.S. Department of Labor's Mine Safety & Health Association, Carpenter has thrice earned a Product Support Master designation from a leading mining equipment manufacturer.

Carpenter will report to Curry sales manager Jeff Shaw, who said the company is "thrilled" to have him join the team.

"His industry knowledge and equipment experience make him a valuable member of our sales team," Shaw said.

Established in 1932 and based in Martinsburg, Pa., family-owned Curry Supply is a manufacturer and dealer of commercial service vehicles including service trucks.



Bruce Carpenter

## Compressor maker appoints sales manager

A new member has been added to the sales team of Boss Industries LLC.

Caleb Pontius is the company's new eastern regional sales manager, said a news release from Boss, which is based in La Porte, Ind.

Pontius brings to his new position over 16 years of experience specializing in utility and commercial vehicle equipment sales.

Founded in 1988, Boss manufactures PTO-driven, engine-drive, and hydraulically driven rotary screw air compressors as well as rotary screw airends for original equipment maker applications.

For more information, visit [www.bossair.com](http://www.bossair.com).



Caleb Pontius

## Trade show names 2017 chair

Rick Rodier of the Toro Company will chair the 2017 edition of the biennial International Construction and Utility Equipment Exposition.

The general manager of Toro's Sitework Systems Division, Rodier will oversee the exposition's 2017 management committee, "a cross-section of utility construction leaders who guide strategic planning to ensure the show remains focused and relevant to industry needs," said a recent news release from the exposition's organizers.

"Our goal is to provide the best possible environment for attendees to conveniently find all the products and expertise they need to help grow their businesses, and for exhibitors to effectively reach and serve customers," Rodier said in the news release.

Rodier, who started with Toro in 1984, was named to his current position in 2004.

Rick Johnson, chief executive officer of The Charles Machine Works, was named the exposition's vice chair for 2017. Johnson joined Charles Machine Works in 1987 and was named CEO in 2015.

ICUEE or the Demo Expo, as the exposition is called, takes place Oct. 3-7, 2017 at the Kentucky Exposition Center in Louisville.



Rick Rodier

## New Midwest sales rep for compressor maker

**V**MAC Global Technology has added a new member to its outside sales team to serve the U.S. Midwest.

Dean Gary, who has over 25 years of sales and management experience in the heavy equipment and automotive industries, will serve Wyoming, Colorado, Nebraska, Michigan, Minnesota, Montana, and the two Dakotas, said a news release from VMAC, which is based in Nanaimo, B.C.

Gary's career began with Butler Machinery in Fargo, N.D., where he spent 10 years, starting as a diesel technician and finishing as shop service manager. His first sales position was at Wallwork Truck Center, also in Fargo. After that, he worked eight years with Summit Truck Equipment as a territory sales rep.

He has held a variety of sales positions over the years and represented manufacturers in the sales of such items as trucks, cranes, air compressors and other accessories.

"Dean's broad experience selling service trucks and tools gives him first-hand understanding of the needs of the end-user which will be extremely beneficial to VMAC's dealer network," VMAC's vice-president of marketing and sales, Gordon Duval, said in the news release.

Gary noted that he has lived his entire life in the region he is now representing for VMAC and spent his whole career in the industry.

"I'm looking forward to using my knowledge to help our end-users and dealers make the best choices for their compressed air needs," he said.

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**BAUMA 2016****continued from page 11****U.S.A. pavilion well-attended**

It was a similar scene back at the U.S.A. pavilion, where the exhibitors included International Fluid Power of America.

For the company's Montreal branch manager, Mike McDonald, it was his second visit to Bauma, which he described as "well-organized" with ample traffic, a variety of products, and a range of industries.

"You see where your product is being applied if you're not directly in the manufacturing of the equipment," said McDonald, who covers Canada, the northeast U.S., and many of the firm's European customers. "So that is nice. And you also see different people from all over the world in the manufacturing end."

His company manufactures hydraulic components for all types of mobile equipment, including cranes of various descriptions. "Hydraulics is sort of universal in the forces required for any type of heavy equipment," McDonald explained.

Heavy equipment is also the target market of Edmonton-based Flexxair Inc., which manufactures reversing fans for diesel engines. In fact, Flexxair is working with Manitowoc's German operations on a couple of crane proposals, said Russ Scruggs, vice-president of business development and co-owner with Flexxair.

The fans have two features: by reversing at full speed, they expel any debris; and they can adjust the pitch and air flow according to engine temperature, which reduces fuel consumption.

"You don't get the dust and debris necessarily on the crane, depending on where the crane's working, you know dockside or just in a lifting purpose," Scruggs said. "But you would get the variable airflow if you're looking to save fuel, etc."

Flexxair began exhibiting at Bauma in 2007, with another firm, and has had its own booth at the last three Baumas.



Mike McDonald (left) and Zac Grierson staff the International Fluid Power of America booth.

"The first time I was here we just wanted customers to come to the booth and now we're just very focused," Scruggs said. "We want to hold meetings. I've got our different country reps here now and they're spending two days with us. So yeah, it's a great show. It's great exposure."

A decade ago, he moved to Germany for three years to learn the language and expand the company's horizon. The company has been in business for over 25 years but until that move it had concentrated primarily on the North American market. "But we knew this was a great place to be as far as to grow our business," Scruggs said.

Now the company has a branch office in Switzerland as well as reps in Belgium, France, and Scandinavia.

"Sometimes we get very focused in North America with Caterpillar and Deere and we think that's the only thing there is," Scruggs said. "But when you come over here you've got Liebherr and Sennegogen and just a ton of equipment makers."

**Third time a charm for Kentuckian**

Hector Sanchez of HBC-radiomatic Inc., the U.S. subsidiary of a German-headquartered company, was making his third trip to Bauma.

"There's so many things to see, a lot of applications that you can actually have for radio controls," said Sanchez,



Tina Taylor, international trade project manager with the State of Pennsylvania, says Bauma exposes companies in her state to markets in about 200 countries.

regional sales manager for the northern region and for mobile hydraulics and mining. "It's very exciting to be here and actually get to see a lot of stuff."

The U.S. subsidiary is headquartered in Hebron, Ky., on the outskirts of Cincinnati, Ohio, while the German head office is in Crailsheim.

"Yesterday I had to stay in the booth," Sanchez said during the Friday afternoon of the trade fair. "This morning I had a little time to walk around and see some of it. In four hours there's not much that you can really see. But I'll get a chance to walk the show tomorrow. It's my day off so I get a chance to come in and take my time and walk around and see what it's all about."

Among the products he was promoting at the booth were HBC-radiomatic's Technos A and Technos B radio controllers. The units have color displays and can be engineered to fit the customer's needs. For example, one of the Technos A units on display had a Liebherr nameplate and was configured for a stand Liebherr crane system.

Sanchez said he had a few customers from the U.S. drop by the booth.

"They're very excited to go back and actually tell our customers what's going on," Sanchez said. "So far so good, so successful."

**CALENDAR OF EVENTS****JULY 2016****July 11-14, 2016**

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"The IoT Evolution Connected Transportation event focuses on the improvements in today's vehicle and fleet management services and provides perspective on market forces, revenue opportunities and technical issues."  
<http://www.connectedtransportationshow.com/west/>

**July 15-16, 2016**

**Expedite Expo**  
Lexington Center, Lexington, Ky.  
"Expedite Expo is the only trade event focusing exclusively on the expedited trucking industry."  
<http://expediteexpo.com/>

**July 18-20, 2016**

**Fleet Safety Conference**  
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<http://www.fleetsafetyconference.com/>

**July 21-23, 2016**

**Louisiana Motor Transport Association 76th Annual Convention**  
Perdido Beach Resort  
Orange Beach, Fla.  
<http://www.louisianatrucking.com/>

**July 24-26, 2016**

**North Carolina Trucking Association Annual Management Conference**  
Sonesta Resort, Hilton Head Island, S.C.  
<http://www.nctrucking.wildapricot.org/>

**AUGUST 2016****Aug. 10-13, 2016**

**National Truck & Step Van Driving Championships**  
Indiana Convention Center, Indianapolis, Ind.  
"This competition has a long history – dating back to 1937 when it was known as the National Truck Rodeo."  
[http://www.trucking.org/Driving\\_Championships.aspx](http://www.trucking.org/Driving_Championships.aspx)

**Aug. 10-12, 2016**

**Idaho Trucking Association Annual Conference**  
Shore Lodge, McCall, Idaho  
<http://www.idtrucking.org/convention.php>

**Aug. 12-13, 2016**

**27th Annual Great Salt Lake Kidney Kamp Truck Show**  
Thanksgiving Point, Lehi, Utah  
"Truck drivers, vendors and sponsors come from all across the country to help support this 2-day show that funds the Kidney Kamp for Kids."  
<http://www.saltlaketruckshow.com/>

**Aug. 14-17, 2016**

**ITE 2016 Annual Meeting & Exhibit**  
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<http://www.ite.org/annualmeeting/>

**Aug. 25-27, 2016**

**Great American Trucking Show**  
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**SEPTEMBER 2016****Sept. 6-9, 2016**

**World Heavy Oil Congress**  
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<http://www.worldheavyoilcongress.com>

**Sept. 11-13, 2016**

**Tennessee Trucking Association 86th Annual Convention**  
Hilton Sandestin Beach Golf Resort & Spa, Destin, Fla.  
<http://www.tntrucking.org/>

**Sept. 13-15, 2016**

**NTEA New Model Truck Product Conference**  
Dearborn, Mich.  
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<http://www.ntea.com/truckproductconference/>

**Sept. 18-20, 2016**

**Intermodal Expo**  
George R. Brown, Convention Center  
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"Find 3PLs, ocean carriers, motor carriers and drayage companies, railroads, equipment manufacturers and leasing companies, technology vendors, shippers/BCOs and many more intermodal industry professionals."  
<http://www.intermodalexpo.com/>

**Sept. 18-22, 2016**

**Commercial Vehicle Safety Alliance Annual Conference & Exhibition**  
Statehouse Convention Center, Little Rock, Ark.  
[http://www.cvsaa.org/events/events\\_list\\_2015.php](http://www.cvsaa.org/events/events_list_2015.php)

**Sept. 22-24, 2016**

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