

SPEC MY TRUCK

Check out Mike Petrey's rigs, page 14.

INSIDE

Electric service trucks.....	12
Impressed by ConExpo 2017.....	18
Work Truck Show Wrap-up	23



SUBSCRIBE TODAY
6 Issues per year
only \$36⁰⁰

<http://www.servicetruckmagazine.com/subscribe>

Service Truck

THE MAGAZINE FOR MOBILE REPAIR AND MAINTENANCE

Volume 4 Issue 3

MAY/JUNE 2017 \$8.00

ELECTRIC POWER

The future of trucking expected to be charged



Fuso's all-electric eCanter zero-emission truck has a 100-mile range and is suitable for urban deliveries, the company says.

A recurring theme at the 2017 NTEA Work Truck Show was the growing interest in electrification of commercial vehicles

KEITH NORBURY

The electrification of trucking is inching toward reality, according to some of the presenters at the recent Work Truck Show and Green Truck Summit in Indianapolis.

Electric-powered trucks even represent "the future of the industry," the president and CEO of

Mitsubishi Fuso Truck of America, Jecka Glasman, said in introducing Fuso's new eCanter, an all-electric battery-powered class 4 truck.

"This truck is a result of extensive research and development and investment from our parent company Daimler Trucks Asia and also led by our CEO, Marc Llistosella, who truly believes this is the future of the industry," Glasman said during Fuso's press conference at the show, which took place in mid March at the Indiana Convention Center.

The eCanter, which has a 100-mile range per charge and gross vehicle weight of 16,000 pounds,

continued on page 10

STAR POWER



Juan Ibarra, who is entering his third season as a star of Discovery Channel's *Gold Rush*, brings his service truck to the Lincoln Electric booth at ConExpo 2017. Ibarra was among the service truck mechanics from the show who were profiled in a Service Truck Magazine cover article in the July-August 2016 edition.

Gold Rush star strikes paydirt at Vegas show

Reality show mechanic rolls his rig onto the Bronze lot

KEITH NORBURY

Even though he spent much of his time in the Bronze lot at ConExpo-Con/Agg 2017, Juan Ibarra found the experience to be as good as gold.

"Amazing," said Ibarra, one of the stars of the Discovery Channel reality series, *Gold Rush*, on the second-to-last day of the show at the booth of Lincoln Electric on the Bronze lot of the Las Vegas Convention Center. "This is my first time ever at ConExpo. So there's a lot to see here. I've been here all week and I've probably only seen a quarter of it."

continued on page 8

SAFETY

Smart service truck operators avoid smartphones when driving

Distracted driving caused 10 percent of U.S. traffic fatalities in 2015

ERIN GOLDEN

Drive even a few miles down the road, and you're likely to see more than a few people behind the wheel and staring down at their phone.

Distracted drivers busy with their smartphones and other digital devices are a growing hazard across the country. And for service truck operators and others who make their living on the road, the phenomenon is prompting new questions — and new regulations — for using those devices on the job.

The National Highway Traffic Safety Administration recently released a notice of proposed new federal guidelines for in-vehicle devices. The NHTSA recommended that electronic systems be linked together so they could be operated through a single system — and that certain functions be disabled



It's best to pull over when the cellphone rings.

Photo by RCamer/iStockphoto.com

continued on page 9

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



WWW.CTECHMANUFACTURING.COM

OUR DRAWERS
ARE EASY TO GET INTO!

MAKING
SERVICE BODY
TRUCKS
BETTER ONE
TOOL DRAWER
UNIT AT A
TIME.



ONLY FROM CTECH

MotionLatchTM

Drawer & Door System

US Patent 6,547,289



DESIGNED, MANUFACTURED & ASSEMBLED
IN THE U.S.A.



ON ORDER QTYS 10 or less

**STANDARD UNITS AVAILABLE FOR MOST MAJOR MANUFACTURER BODIES!
CUSTOM DRAWERS - ANY MANUFACTURER, ANY BODY, ANY COMPARTMENT**

7501 Commerce Dr. • Weston, WI 54476 • 715-355-8842

ServiceTruck

THE MAGAZINE FOR MOBILE HEAVY DUTY REPAIR AND MAINTENANCE

www.servicetruckmagazine.com

Editor - Keith Norbury • editor@servicetruckmagazine.com

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

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

Publisher - Tom Henry • publisher@servicetruckmagazine.com

Regular Contributors - Dan Anderson, Saul Chernos, Nelson Dewey, Erin Golden, Matt Jones, Mark Yontz

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

Service Truck Magazine is published six times a year by Southern Tip Publishing Inc. Subscription rate for six issues: \$36.00. Single copy price: \$8.00. Contents copyrighted by Southern Tip Publishing Inc. and may be reprinted only with permission. PRINTED IN CANADA
Postage paid at Vancouver, BC

ISSN 2368-4615

US mailing address:

Service Truck Magazine 815 1st Avenue, #93, Seattle, WA, 98104

Canadian mailing address:

Service Truck Magazine, 4623 William Head Road, Victoria, BC V9C 3Y7

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

Next Advertising Deadline: June 15, 2017

Don't miss the opportunity to be part of this exciting new industry publication. For more information, or to reserve space in the next issue, call Nick at our Advertising Department - +1-250-588-2195 ads@servicetruckmagazine.com

Next Editorial Deadline: June 15, 2017

For writers' guidelines and submission requirements get in touch with the Editor, Keith Norbury, at +1-250.383-5038. editor@servicetruckmagazine.com

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

ADVERTISERS INDEX

Aspen Equipment	18
Association of Equipment Manufacturers (AEM).....	27
Boss Industries, Inc.	10
Cox Reels	19
CTech Manufacturing.....	2
Curry Supply Co.	5
Ecco Group.....	17
Espar Products, Inc.	22
H&H Sales Company, Inc.	25
Hannay Reels, Inc.	21
Jomac Ltd.	23
Maintainer.....	26
Omaha Standard PALFINGER	7
Opdyke Inc.....	4
Oro Design & Manufacturing.....	13
Reelcraft Industries Inc.	9
Southwest Products Inc	16
Summit Truck Bodies.....	11
Taylor Pump & Lift.....	13
Vanair Manufacturing, Inc.	20
Venco Venturo Industries.....	12
VMAC	24
Western Truck Body.....	9
Wilcox Bodies Ltd.	8
Zip's Truck Equipment Inc.	back cover

NEWS

Work Truck show will return to Indianapolis next two years

The Work Truck Show is returning to Indianapolis next year and in 2019. The National Truck Equipment Association, which organizes the annual event, announced that the 2019 show will take place March 5-8.

As in recent years, the show venue will be the Indiana Convention Center. Educational sessions at the 2019 show start March 5 with the exhibition hall open March 6-8.

The NTEA, which markets itself as the Association for the Work Truck Industry, earlier announced that the 2018 show would also take place at the Indiana Convention Center. The 2018 dates are March 6-9 with the exhibit hall open March 7-9.

"Our many successful years in Indianapolis have allowed us to expand The Work Truck Show in size and scope," NTEA executive director Steve Carey said via email. "Because the show also includes the Green Truck Summit and multiple days of education and networking activities, the venue must be both large in exhibit space, as well as classroom and event accommodations. Indiana Convention Center continues to meet these needs and invest in site enhancements that benefit our attendees and exhibitors."

Indianapolis has hosted the show each year since 2011. The show also took place in Indianapolis in 2007. From 2008 to 2010, it alternated among Atlanta, Chicago, and St. Louis.



Employees from Stellar Industries Inc. hoist away the displays from the company's booth on the final day of the 2017 NTEA Work Truck Show. Photo by Keith Norbury

COOL TOOL

Pierce to the problem

It's preferred to back-probe into electrical connectors to check voltage or resistance, but sometimes piercing a wire is the only way to get to the problem.

Rather than jab your fingertips with traditional pointed probes, "The Claw" V911-01 piercing tools by Ferret allows techs to accurately and quickly pierce a wire with a cute little gadget that then stays in place until you're done diagnosing.

The small, screw-operated probes fit into tight places easily and have non-conductive shells. Female banana-plug receptacles are color-coded to help keep track of where test leads are connected.

A pack of four wire-piercing "Claws" retails for around \$50.



"The Claw" by Ferret is a quick, painless way to accurately pierce wiring insulation for diagnostic purposes.

Photo by Dan Anderson



Steve Latin-Kasper

Seminars focus on research

The National Truck Equipment Association is presenting a pair of seminars this June on market research.

Steve Latin-Kasper, the NTEA's director of market data and research, will present the seminars June 6 and 7 at the Embassy Suites Hotel O'Hare-Rosemont in the Chicago suburb of Rosemont, Ill.

The first session, Market Fundamentals, "is designed to help work truck industry professionals involved in data collection and analysis," notes a posting on the NTEA website.

The second, Market Forecasting, "is geared toward work truck industry professionals responsible for economic/market projections."

Each session is limited to 12 registrants, who must each bring their own laptop computer.

The cost per seminar is \$299 for NTEA members and \$399 for non-members. For more information, visit <http://www.ntea.com/marketresearchseminars>.



CLARIFICATION

Renewable gas in short supply

David Cooke, senior vehicles analyst with the Union of Concerned Scientists, wishes to clarify a quote attributed to him in a cover story on green truck initiatives in the March-April 2017 edition. Cooke says that he was referring to "renewable" sources of natural gas, such as from landfills, being in limited supply and not to natural gas supplies generally.

NEWS

Technician of the year a veteran on many fronts

A technician from Los Lunas, N.M., who operates a service truck he calls "White Lightning," is the private-sector Technician of the Year for 2017, the Association of Equipment Management Professionals announced recently.

Lee Manzaneres, a lead technician in Albuquerque for RMCI Inc., a general contractor specializing in waste water and flood control projects, received the award at the association's 35th management conference and annual meeting in Las Vegas, said a news release from the association.

In his field work, which includes repairing and maintaining cranes and excavators, Manzaneres uses a company-owned Ford F-650 with a Summit body and five-ton crane, he told *Service Truck Magazine*.

"Whatever breaks in the field, I fix," he was quoted in the news release.

A veteran of the First Gulf War, Manzaneres served with the Howitzer Battery Red Legs 2nd Armored Cavalry Regiment during Desert Storm, where he learned how to work under pressure. That included a battlefield repair of a tank in which he spliced a rubber fuel line with a steel one and insulated it with an asbestos glove. It was for that kind of valiant effort that his unit won three bronze stars on their service ribbons, noted an article on the AEMP website.



Lee Manzaneres

His heavy equipment service and management career spans 28 years, the last nine with RMCI Inc.

"I have never heard the word quit come out of his mouth," said his supervisor, Mike Pierce, RMCI's vice-president of equipment. "Lee is the perfect example of 'the one who always gets it done.'"

The AEMP's public sector Technician of the Year award went to Bruce Satterwhite of the Virginia Department of Transportation.

"He recently invented an auger repair lift that positions and stabilizes the work tool at the proper height and angle while worn blades are cut off and new blades are welded on," the AEMP news release noted.



MECHANIC'S MUSINGS

Wiring lice tale prove contagious

DAN ANDERSON

Several years ago our dealership instituted a rule that requires all mechanics to wear gloves on the job. They provide us with snug-fitting cloth gloves with rubberized palms.

There was a lot of resistance to the mandatory gloves at first, but as we've seen the reduction in scabbed knuckles and minor contusions, we eventually accepted them as a good thing.

Shortly after we started wearing those gloves, I was on a service call. I'd trashed my gloves on the previous job, so as I got out of my service truck I pulled on fresh pair of the tight-fitting gloves, snugging them to my fingers like a surgeon prepping for an operation. I noticed the customer eyeing me from where he stood beside his machine.

"Sorry, but I need to put on fresh gloves," I apologized. "We've had problems with wiring lice in some machines over on the east side of the county, and we're trying to reduce contamination between machines." I scratched the back of my neck.

"Wiring lice?" he said. "Never heard of such a thing."

"Yeah, they came in on a load of equipment from China," I said. "They don't really hurt anything on the machine, but if they get on a person they itch like crazy."

I reached behind me and vigorously scratched the small of my back. "Now, what can I do for you today?"

The customer eyed me skeptically, then we discussed what needed to be fixed and how to do it. I stopped and scratched a few times along the way, but eventually the customer was satisfied with what I planned to do and walked back to his truck to drive away.

I grinned to myself when he stopped twice on the way to his truck to scratch the back of his leg and under his arm.

Dan Anderson is a part-time freelance writer and full-time heavy equipment mechanic based in Bouton, Iowa.



Just thinking of wiring lice can cause itching, mechanic says.

Photo by chairboy/iStockphoto.com

OPDYKE INC. SPECIALIZED TRUCKS AND EQUIPMENT SALES www.Trucks123.com
Sales@Opdykes.com

UNMOUNTED KNUCKLEBOOMS
HIAB • FASSI • EFFER • PALFINGER



20+ USED
STARTING AT \$3,900

8835 **UNDER CDL** \$59,500



70,041 mi.
2012 INTERNATIONAL 4300 4X4; MAXFORCE (300 HP); ALLISON 5 SP AUTO; A/C; 25,999 GVW. **STELLAR 10921 SERVICE CRANE;** RADIO REMOTE CONTROLS; 12' STEEL FLATBED.

8647 \$22,900



89,852 mi.
2006 GMC C5500; DURAMAX 8 CYL DIESEL; 6 SP; POWER STEERING; POWER BRAKES; 19.5K GVW. **11' ENCLOSED UTILITY BODY.**

8605 **UNDER GDL** \$27,900



135,471 mi.
2003 GMC C/5500; DURAMAX 8 CYL; 6 SP; A/C; 19.5K GVW. **VENTURO SERVICE CRANE ET10KX;** CORDED REMOTES; GAS GENERATOR; 11' UTILITY BODY

8785 \$79,500



170,272 mi.
2011 FREIGHTLINER M2-106; FULLER 10SP; AIR RIDE; CUMMINS ISC-300 6 CYL (300 HP); A/C; 54,600 GVW. **28' LEDWELL WOOD ROLLBACK;** REAR STABILIZER; RADIO REMOTES.

10+ SINGLE & TANDEM FUEL TRUCKS IN STOCK

WE BUY SPECIALIZED WORK TRUCKS

(866) 364-4060
3123 BETHLEHEM PIKE, HATFIELD, PA 19440

I Make America tour kicks off

The Association of Equipment Manufacturers kicked off its "I Make America" 2017 tour in mid April.

It marks the sixth year that the association is travelling around the U.S. to meet with its member companies and workers to "discuss issues that affect the industry and highlight how equipment manufacturers are essential to the continued growth of the U.S. economy," said a news release from the AEM.

The association's more than 900 member companies include service truck manufacturers, such as Knapheide and Maintainer, as well as makers of service truck accessories, like Vanair and Miller.

"Advocacy is one of the cornerstones of what we do as an association, and the I Make America program has allowed us to activate our members around policy issues that are critically important to the long-term health and prosperity of our industry," the release quoted AEM president Dennis Slater.

The tour's theme for 2017 — Our Products. Our Jobs. — highlights the jobs that

depend on U.S.-made equipment.

"It also captures the pride the men and women of the equipment manufacturing industry feel toward their work and the contributions they make to our country," the release said.

The tour will focus on bringing White House officials, members of Congress, and governors out to the country's equipment manufacturing facilities to learn about the industry and its 1.3 million employees, the release said.

"The \$159 billion equipment manufacturing industry includes small family-owned businesses and large publicly traded companies and generates over \$416 billion in sales activity every year."

The AEM's I Make America team will travel farther this year than in previous years. Events are planned at facilities in such locales as Texas, Oregon, Nevada, Alabama, and Georgia.



Dennis Slater



40-year-old dump truck turns into service hotrod

Crew of Kansas service body manufacturer completes 90-day facelift just in time for Las Vegas show

STORY AND PHOTOS
BY KEITH NORBURY

Without a doubt one of the coolest machines on display at ConExpo-Con/Agg in Las Vegas this March was a former dump truck that had been sitting on a fence line in rural Missouri three months earlier.

By the time the 1973 International Loadstar 1700 arrived at ConExpo, it had been tricked out by a team of mechanics at Summit Truck Bodies with a 707-horsepower 2015 Challenger Hellcat engine, placed on a 2010 Dodge 5500 chassis, and upfitted with a Summit service body and matching crane.

"We wanted to do something that would showcase Summit Truck Bodies is innovative and quality and we think this has done that," said Duston Hansen, a Summit service technician. "No one, to our knowledge, ever done a Hellcat swap into a big heavy truck, medium duty truck. And we did 100 percent of this restoration on our own. From the restoration of the International, to the installation of the Hellcat, all the

custom fabrication, 100 percent of what you see what done in house by Summit truck body employees."

Kris Eidsness, manager of the Summit plant in Wathena, Kansas, was looking for a special project for his crew to work on. And when he came across the truck for sale online, he arranged to bring in to the shop.

"And in early October, a 73 International Loadstar 1700 dump truck come into the shop and 90 days later this rolled out," Hansen said.

10 years in a field

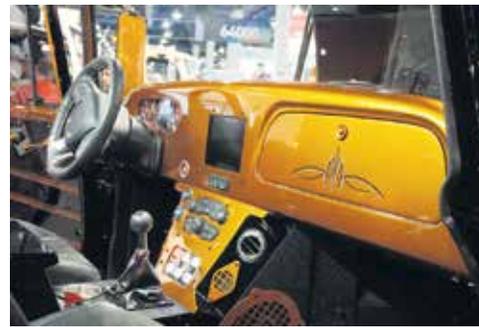
Gabe Owens, the lead mechanic on the rebuild, said that a 10-year-old photo on Google Maps showed the truck had been sitting on that fence line for at least a decade. After it was brought to the shop, Owens took a can of gas and a battery out to the truck and had it running within 10 minutes. But it didn't keep the original power train for long.

In addition to the new engine and chassis, it has a front and rear Kelderman air

continued on page 7



Duston Hansen of Summit Truck Bodies shows off the 1973 International that the company converted into a hotrod service truck just in time for ConExpo.



Original dashboard was modified to incorporate the Hellcat cluster.



Gabe Owens was the lead mechanic on the project.



YOUR JOBS. OUR TRUCKS.

Built. Financed. Delivered. Serviced. Guaranteed.

Curry Supply makes it easy to purchase your next Mechanics Truck. We handle it all for you - including quick response, a large in-stock inventory, custom design capability, in-house financing and shipping, plus an industry-leading warranty.

STELLAR
INDUSTRIES

AUTO
CRANE

Reading

Wilcox
Bodies Ltd

PALFINGER



www.CurrySupply.com | 800.345.2829

One of America's largest manufacturers of commercial service vehicles, since 1932.





EDITORIAL

Plenty of reasons for optimism even as skills shortages persist

Folks in the service truck industries — at least the many who crossed paths with us this March at ConExpo-Con/Agg in Las Vegas and the Work Truck Show in Indianapolis — are expressing optimism these days about their prospects for the future.

Now, most of them didn't mention the new U.S. president by name — although one did quite loudly bellow half in jest that "It's Trump!" as an explanation for his optimism. By and large, the sentiments ranged from expressions of simple relief that the long presidential campaign was finally over — a veiled indication that optimism would prevail no matter who won — to an expectation that President Trump would follow through on his promises in three key areas.

We detected a consensus among those in the heavy equipment industries that they really like the prospect of lower corporate taxes, reductions in regulations, and an increase in infrastructure spending. Nothing else associated with Trump, such as his lack of presidential deportment and propensity for tweeting whatever thought enters his mind, seemed to matter.

With the exception of a taxi driver, now a U.S. citizen but originally from Iraq, nobody we spoke with during ConExpo volunteered that they favored mass deportations of illegal immigrants from Mexico. Nor did anyone come out and argue that erecting trade barriers are the way to make America Great Again. A few grumbled about the high cost of health insurance in the U.S. but it was hard to tell if those were indictments or endorsements of Obamacare.

To say that Trump was a change candidate is one huge understatement. To date, he hasn't effected many of the changes he promised — including repealing and replacing the Affordable Care Act. But it's still only a few months into his presidency. So his supporters have plenty of time to hope.

Such hope has made the mood of American businesses much more bullish in the last several months. And that change in mood is, for now at least, more important and forceful than any legislation that Trump and Congress can enact.

It's so powerful that it has the potential to become detached from politics entirely. For the sake of prosperity, it will need to become detached if Trump and Congress cannot get their acts together.

The economy and industry will thrive, despite politics, once business people fully realize that they have control of their destiny because they hold the levers of technological innovation. Of course, they also need to realize that where innovation is heading isn't necessarily where Trump is trying to steer it. Actually, indications are that innovation is going in the opposite direction.

And for all the breathless fears of late that technological advances will threaten jobs of the future as robots replace humans, for the time being what's holding prosperity back is a huge lack of skilled workers. As evidence of that, the Associated Equipment Distributors Foundation president Brian McGuire told a ConExpo press conference that each year AED members lose at least \$2.4 billion annually "because of their collective inability to fill technical jobs." That figure, which came from a recent William and Mary University study that the foundation commissioned, is "money that's taken out of the distribution bottom line," foundation chairman Denis Vander Molen noted.

In a future edition, we'll look more closely at that study, its implications, and how the industry plans to respond to it. For now, let's concede that more career technical education is needed. The challenge is who is going to pay for it? According to Vander Molen, most of the states aren't doing enough. But then again, we have to wonder if the industry itself can't do more — given all that money it's leaving on the table.

In any case, that gap represents a huge opportunity — which should be further cause for optimism.

Meanwhile, less than a month after ConExpo came the news that the market capitalization of Tesla, the electric car manufacturer, has surpassed that of General Motors. That, as Malcolm Gladwell would say, looks like a tipping point. Anyone who has been paying attention knows that Tesla founder Elon Musk — can we call him the Henry Ford of the 21st century yet? — has grandiose plans to transform the transportation infrastructure from gasoline-powered to solar-sourced electrical-powered.

In April, he hinted in a tweet that Tesla expects to reveal an electric-powered semi-trailer truck by this fall.

Is that bold prediction too optimistic? We should find out soon enough.

Service Truck

THE MAGAZINE FOR MOBILE REPAIR AND MAINTENANCE

More news, profiles and features!
Six times a year.

To subscribe or find out more go to www.servicetruckmagazine.com



\$36
six issues

OUR SUBMISSIONS POLICY *We invite your feedback and ideas*

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

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

Guest columns: These can be up to 700 words. Please send a brief note of inquiry first, however, just in case space what you wish to write about has already received a lot of coverage in our pages. Include your

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

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

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

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

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

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

All submissions are subject to editing and publication cannot be guaranteed. The deadline for our next issue of *Service Truck Magazine* is June 15, 2017. Sooner is always better than later.

About our cartoonist

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

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

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

NEWS

Service hotrod *continued from page 5*

ride kit to give the truck a hotrod look.

Assisting Owens with the build was Miles Clary while Jeremy Wisier did the drafting and Robbie Blythe and Aaron Keith took care of the paint, which alone cost \$20,000, Owens said.

That paint is EPG extreme black with the trim in PPG copper penny, Hansen said. "And everything that doesn't have copper penny or extreme black has got Line-X shot on it," he added.

For the rebuild, Owens and Clary were able to use most of the original cab except for the fenders, which were dented and had to be replaced.

"The doors, the hood, the center section, the grille, the pieces around the grille, the dash, everything is original on the truck," Owens said. "We cleaned it all up. The dash was a little different because we tried to incorporate the Hellcat gauge cluster, the touch screen, the air conditioner controls and everything into the original dash."

Not just a play toy

He and Clary made hand sketches of how they wanted the layout to look and took them to Wisier for drafting. "And he'd just kind of laugh at us and sent parts out and we'd put it together," Owens said.

Other features on the truck include a Summit 7 series truck bed, a Summit 6K electric-over-hydraulic crane, electric-over-hydraulic outriggers, and a Vanair Viper gas-powered compressor, "powered straight to the fuel supply" because the truck doesn't have provisions for a power takeoff.

"So she's not just a play toy," Hansen said.

To have the truck ready in time for ConExpo involved a "pretty crazy" last week before the show, Owens said. They were told that if time was tight, they didn't have to shoot for Vegas.

"But the guys that were working on it, said, 'No. The hours we've got into it, if it doesn't go to Vegas, then we've failed,'" Owens said.

"And here it is. It was an awesome project to do. One of the biggest things in my opinion is the fact that the company we work for allowed us to do it."



Summit 6K crane is among the features.



A 707-horsepower Challenger Hellcat engine drives the rebuilt truck.

No one, to our knowledge, ever done a Hellcat swap into a big heavy truck, medium duty truck, and we did 100 percent of this restoration on our own."

— Duston Hansen, service technician, Summit Truck Bodies

New MVP companies announced

Royal Truck Body, Pafco Truck Bodies Inc., and Kalida Truck Equipment Inc. are among four new companies that received Member Verification Program credentials from the National Truck Equipment Association this spring.

Royal, headquartered in Carson, Calif., manufactures bodies at its principal 200,000 square foot facility in Paramount, Calif.

Pafco, based in Walbridge, Ohio, represents such brands as Reading, Auto Crane, VMAC, and CTech.

Kalida, based in Walbridge, Ohio, represents such brands as Knapheide, Venturo, Liftmoore, and Auto Crane.

Also receiving MVP status was Glaval Bus Division of Forest River Inc., which is based in Elkhart, Ind.

Among the 11 companies that had their MVP status renewed were Knapheide Truck Equipment-Garner, based in North Carolina, and Douglass Truck Bodies Inc. of Bakersfield, Calif.

At present, 279 companies has earned MVP credentials, said news release from the NTEA.

Companies must re-verify their MVP status every three years.

PALFINGER



REACH WORKING HEIGHTS UP TO 37 FT. WITH QUICK AND EASY SET-UP OF PERSONNEL BASKET



PISTON AND ROTARY SCREW COMPRESSOR SYSTEMS UP TO 60 CFM & 175 PSI PRESSURE RATING

PALFINGER SERVICE CRANES AVAILABLE UP TO 14,000 LBS. CAPACITY WITH POWER OUTREACH UP TO 29 FT.

TRUE MECHANICS TRUCK PACKAGES OFFERED FROM 9 - 14 FT. WITH CAPACITIES UP TO 86,000 FT. LBS.

SERVICE TRUCK SOLUTIONS MAXIMIZE YOUR UPTIME

Worldwide, PALFINGER stands for the most innovative, reliable and efficient solutions for use on commercial vehicles. Setting the industry standard for more than 90 years, Omaha Standard Palfinger (OSP) is a leading US manufacturer, offering one of the most comprehensive service truck solutions available from one supplier. For your work truck needs, PALFINGER-built PAL Pro Mechanics Trucks, Service Cranes, Air Compressor Systems, Personnel Baskets and Crane-reinforced solutions are all available through our reliable, nationwide distribution network.

Contact a distributor near you to learn more!

WWW.PALFINGER.COM

COVER

Gold Rush star *continued from cover*

He brought the service truck he uses on the show, which is entering its eighth season, to the Lincoln booth, where it displayed the new Air Vantage 600SD hydraulic four-in-one welder, generator, compressor, and pump.

The truck — a 1992 Peterbilt 379 chassis carrying a 1995 Aresco off-road mechanics body — looked in pristine shape, considering its age and that it has taken a pounding in the gold fields since Ibarra and his dad put the unit together some three years ago.

“Getting ready for the (ConExpo) show we put about two, three weeks worth of work trying to get it all cleaned up,” Ibarra said.

That included a new bed liner and some new equipment, such as the Air Vantage 600SD, which replaced a piston-driven air compressor and a 500-amp Lincoln Advantage welder.

“Now that I’ve had time to actually use it and work it since I’ve been back from ConExpo, there are not enough good things to say about that unit. It’s amazing,” Ibarra said in a follow-up phone interview from Oregon a month after ConExpo.

Based in Sun Valley, Nevada, he was scheduled to begin shooting the eighth season of Gold Rush, and his third season on the show, about a week later in Colorado.

Tractor-trailer converted for service

The Peterbilt was originally a tractor-trailer rig that he acquired about seven years ago. “It was a tandem axle dirt hauler that I repurposed and made into a service truck,” said Ibarra, who was one of the mechanics profiled in a feature on the show that ran in the July-August 2016 edition of this magazine. He bought the box about three years ago and married it to the truck just before his gig on Gold Rush began. The rig also has a new 8,000-pound capacity HC-8x crane from Auto Crane.

Aresco bodies are still made, although the Idaho-based company was sold several years ago and is now called Ground Force Worldwide, Ibarra noted. The structure of the box is quarter-inch steel with everything else, including the doors, made of 10-gauge steel, he said.

“It’s just a tremendous box, but it’s super heavy.”

The same might be said of ConExpo.

“It surpassed my expectations to be honest,” Ibarra said of the show, which he had heard about but never been able to attend until this time. “There’s a lot here, a lot of good vendors, a lot of interesting things to see, a lot of great things for our industry.”

A “fantastic show”

John Wasko, product manager of engine-drive welders for Lincoln Electric, said ConExpo was a “fantastic show” for his company. “I think a lot of that attention has been directed to this machine,” he said, referring to the Air Vantage 600SD hydraulic. A four-in-one engine-driven unit, it offers 600 amps of DC multi-process weld output, 20 kilowatt of three-phase generator output, 12 kilowatts of single-phase generator output, and also 60 cubic feet per minute of 100 pounds per square inch air compressor capability, he said.

“And what’s new about this machine is that it now gives you the ability to run hydraulics off of it,” Wasko said. “So it’s supplied with a Parker Hannifin 10-gallon per minute 3,000 psi hydraulic pump.”

He spent most of his show time at the booth promoting the unit. However, he did see enough of ConExpo to declare that “it’s overwhelming” and “massive.”

“I haven’t ventured out that far but from what I hear, it’s quite a sight to see,” Wasko added.



John Wasko, of Cleveland, Ohio-based Lincoln Electric, promotes the company's new Air Vantage 600 SD hydraulic four-in-one welder, generator, compressor, and pump at Lincoln's ConExpo 2017 booth.



STEEL & ALUMINUM TRUCK BODIES

BUILT TO LAST

SERVICE / MECHANIC / UTILITY / RAIL / LUBE / FLATDECK



Winner of the 2016 Large Business of the Year Award by the Milton Chamber of Commerce



www.wilcoxbodies.com

TOLL-FREE

1-888-294-5269

COVER

Smartphones *continued from cover*

while the vehicle was in operation.

The proposals are now under review, so it's not yet clear when and if they'll be implemented. Either way, service truck operators across the country said it's clear that individual drivers, the companies they work for, and federal regulators all need to work together to reduce distracted driving.

Regulations and testing needed

"We need regulations, restrictions on driving and testing, especially," said Alfred Boeck, owner of A.L. Boeck & Co., an on-site heavy equipment repair company in oeoerne, Texas. "We, as a business owner, make our employees (talk) hands-free only, but they'll get cut off the road by someone who is texting and driving."

In proposing new regulations, the NHTSA points to the growing number of road fatalities caused by distracted drivers. In 2015, the most recent year for which data is available, 10 percent of traffic deaths in the U.S. — 3,477 fatalities — were caused by a distracted driver. That was a nearly 9 percent jump from 2014.



The Association of Equipment Manufacturers and the Mine Safety and Health Administration issued a distracted driving safety alert last summer for users of off-road equipment.

Meanwhile, distracted drivers caused, 16 percent of the non-fatal crashes in 2014. Those incidents injured 424,000 people. The leading cause of all of those crashes: cellphones and other portable devices.

The agency's report breaks down the reason why a few glances at a text message can lead to a deadly crash. When sending or receiving a text message, it said, a driver focuses his or her eyes of the road for an average of 23 seconds.

"That means while traveling at 55 miles per hour, a driver's eyes are off the road for more than a third of a mile for every text message sent or received," the report says.

While several states have mandated hands-free technology for in-vehicle phone use, and others have specifically prohibited texting while driving, there are no federal guidelines for using other devices, like those sometimes mounted inside service trucks.

"Lock out" mode proposed

In making its recommendations, the NHTSA notes that it discourages the use of phones and other devices and it is supportive of state's moves to regulate them. But the agency is also aiming to ensure that other devices meant to be used while driving are set up to provide the smallest amount of distraction possible.

The guidelines suggest a "lock-out" system that would block the devices from displaying video, images, automatically scrolling text or text messages while in "driver mode." The agency is also encouraging products designed to be able to tell the difference when a driver or a passenger is operating them, so they can display different options.



Larry Bryant, a service tech from Roanoke, Va., stores away his laptops when he's driving but admits he keeps his cellphone nearby.

Some service truck operators said they already have their own, low-tech system for staying off their computer or other devices — they keep them powered down and out of reach while on the road.

"I have a laptop but I do not make it accessible to me," said Dan Anderson, a service tech with Van Wall Equipment in Perry, Iowa. "It's very tempting to glance over there."

In Iowa, it's illegal to use a phone while driving a commercial vehicle, unless the driver uses a hands-free system. Anderson's company provides headsets and some useful guidance on when to take a customer call and when to focus on the road.

"My boss said the only call you have to answer is from me," said Anderson, who is also a *Service Truck Magazine* contributor best known for authoring the Spec My Truck feature. "There's a priority list: the boss has to be answered, another mechanic is my choice and customers are my option. I certainly want to serve my customers, but I have that flexibility."

Phone essential on the road

Fear of missing out on a job in a fast-paced world is one of the reasons some service truck operators have a hard time keeping devices out of reach.

Larry Bryant, a road service tech with the Virginia Truck Center in Roanoke, Va., said he tucks away his laptops in a storage area in his truck. The phone, however, is usually nearby.

"There's no way to do this job without using your phone and especially in situations where time counts," he said. "You can't pull off the side of the road every time your phone rings, as much as you'd like to."

Bryant said truckers facing regulations about how long they can be on the road are often on a particular time crunch when they call for assistance, making it hard to be out of reach.

"It's more so now than ever that people don't want to wait," he said, "and if they can't get a hold of you and you don't answer the phone when they call, they're just going to find somebody else."

Still, Bryant said he prefers using hands-free systems and would like to see a solution to the mentality that calls need to be answered right away.

In Texas, which also has a law requiring hands-free devices, Boeck said his rule for his employees is simple: hands-free headsets for phones and no laptops while driving. He said the hands-free system isn't a perfect solution, but it's better than nothing.

"I'm sure it distracts them somewhat, but it's nowhere near as bad as if they were holding the phone, trying to shift a standard transmission and driving with their knee," Boeck said.

Erin Golden is a writer based in Minnesota.

Rely on Reelcraft



Heavy duty hose reels Series 7000

Photo courtesy of Sage Oil Vac Amarillo, TX

Dual pedestal hose reels

Compact, heavy duty Series DP5000 / DP7000



Heavy duty 100' hose reels

Compact, mobile base Series HD70000



Heavy duty hand crank hose reels

Long hose lengths Series 30000



NEW!

Durable hose and cord reels for:

- ✓ Air/Water/Lubrication
- ✓ Power and light
- ✓ Nitrogen dispensing
- ✓ Exhaust recovery
- ✓ Fuel dispensing
- ✓ Welding and more!

Made in USA

REELCRAFT

www.reelcraft.com 800-444-3134

LOOKING FOR DEALERS

The original aluminum slip-in service unit for your 3/4 or 1 ton pick-up

Off-road and rough service since the mid 1990's



- Lightweight
- Transferrable, with proper installation and care, should last multiple chassis
- Universal Design
- Anti-theft watertight doors



WESTERN TRUCK BODY MFG.

Contact ryan@westerntruckbody.com

Also: Custom Aluminum Service Truck Bodies and Mechanic Crane Bodies.

COVER

The future of trucking *continued from cover*

produces zero emissions and no noise pollution. That makes it ideal for the urban delivery market, Glasman said.

She cited United Nations' projections that by 2030 the world population will reach 8.5 billion, with 60 percent of those people living in cities.

Future is now

"But we don't have to wait until 2030 to get this truck," she said. The eCanter, which was introduced at the 2016 Work Truck Show as a prototype, will have a soft launch later this year.

"The price point of about 15 to 20 percent over diesel makes this a no-brainer," Glasman said. "The performance of this truck is perfectly suitable for a wide range of urban transportation needs. Imagine the busy streets of New York City when this silent truck performs the delivery. All the neighborhood complaints about idling trucks will be a thing of the past."

But how can electric trucks compete in a world of low gasoline and diesel prices?

Otto Schmid, Fuso's director of product management, said fuel prices are independent of those concerns about noise and pollution in cities.

"It doesn't matter if the fuel price is a bit higher or a bit lower," Schmid said. "It's just a matter of yes or no for electric trucks."



Tucker Perkins, chief business development of the Propane Education and Research Council, extols the benefits of propane-powered trucks at the 2017 Work Truck Show.



Jeffrey Flath, president and CEO of eNow Inc., discusses the future of solar technology in transportation during a press conference at the 2017 Green Truck Summit.



"It doesn't matter if the fuel price is a bit higher or a bit lower. It's just a matter of yes or no for electric trucks."

— Otto Schmid, director of product management,
Mitsubishi Fuso Truck of America

Schmid admitted that range is a concern for all manufacturers of electric trucks. However, he said he anticipates huge and rapid improvements in battery technology in the coming years.

"And our strategy to overcome the range issues is to add additional batteries in the future," Schmid said.

Glasman added that "from a strategic perspective," Daimler Trucks Asia sees electrification as extending beyond light- and medium-duty trucks. The CEO "believes that electrification will drive most of the products that we will make in the future," she said.

"It will take some time but in terms of strategic investments and developments this is definitely the direction we're going," Glasman said.

Electricity has momentum

Jeff Flath — president and CEO of eNow, which makes solar-based auxiliary power units — said during a presentation at the Green Truck Summit's Green Media Hour that he believes the transportation industry is "going to be electrified."

That could take many forms, including hybrid systems. He also envisioned the technology resembling that of trains "where you'll have an engine driving a generator and then the generator providing electricity to various different components."

But how might low fossil fuel prices and signals from



Clay Diegert of XL Hybrids talks about the company's trade-marked XLP plug-in hybrid electric system that installs seamlessly on Ford F-150 trucks.

the new U.S. government about rolling back regulations to curb carbon dioxide emissions impede the electrification of trucking?

Flath noted that his company sells its products around the world and that outside of the U.S., such as in Europe, fuel prices are much higher. Even at \$2 a gallon, he said, the payback on an eNow system for a lift gate or in-cab air conditioning is less than a year, he said.

"We don't try predict what the government is going to do. But I think there's enough momentum in the industry that you will see electrification," Flath said.

He also predicted that the efficiency of solar cells will continue to increase.

"But as efficiency goes up, cell dimensions will come down and you'll be able to generate more energy on the top of a vehicle," Flath said.

And in a brief interview after his talk, Flath predicted that Tesla founder Elon Musk would soon "jump into commercial transportation."

Less than a month after the Work Truck Show ended, Musk tweeted that Tesla planned to unveil an electric semi-trailer truck this September.

Hybrid married to F-150

In the meantime, XL Hybrids of Boston announced its new XLP hybrid plug-in system for 2017 and 2018 model year Ford F-150 trucks.

"It will provide a 50 percent improvement in miles driven per gallon as well as significant reductions in CO₂," XL Hybrids co-founder and chief operating officer, Clay Diegert, said at a Work Truck Show press conference.

The system marries with the existing OEM power train,

FEELING BLUE

ABOUT YOUR AIR COMPRESSOR HEADACHES?

Not to worry. BOSS Industries will have you feeling better in no time. With over 25 years of air compressor experience and one of the best service records in the industry, we are just what the doctor ordered for your service truck needs.

And Now with a Lifetime Warranty!

BOSSair.com | 800/635-6587

BOSS engineered AIR systems

which keeps all its warranties intact, Diegert noted. XL Hybrids had earlier released its XL3 system for class 2 to 6 vans, such as Ford Transit, Chevy Express, and GMC Savana models. XL3 systems have already operated for 40 million customer miles, which is expected to reach 60 million miles by the end of this year, Diegert said.

Several municipalities and utilities — such as DTE Energy, and San Diego Gas & Electric — have indicated they intend to buy XLP systems.

They don't come cheap, though. The suggested retail price is \$29,990, although the company will provide volume discounts. Depending on various factors, such as fuel price, annual miles driven, and the initial gasoline mileage of the truck, "payback is somewhere between 80,000 to 150,000 miles," Diegert said.

So how is the low cost of gasoline coupled with that nearly \$25,000 upfit cost affecting the roll out of the technology and its adoption?

"I think fortunately, fleets are taking a longterm view that the price of gas will not stay at this level," Diegert said. "They often will keep their vehicles anywhere from five to 15 years, depending on the fleet application. So they really need to take a longterm view on fuel prices and also be aware that it's a pretty volatile commodity."

All-electric world decades away

He added in response to another question, however, that the business case cannot depend solely on a desire to go green.

"Everything we do involves a payback and improving the economic proposition," Diegert said. "So every fleet that is looking at it, even if they're driven by a sustainability goal, the technology still has to make economic sense."

What about the longterm outlook on hybrid technologies should the electrification of trucking come to pass?

Diegert said his company supports the full electrification of fleets "but we think that the all-electric, zero-emission fleet world is many decades off."

In the meantime, he sees a huge opportunity for growth of his company's business. In the near-future, it plans to make the XLP available on class 2 to 6 trucks in the way the XL3 is now available for vans in those ranges.

"I think it's less than two percent or less than one percent of all commercial trucks have some sort of electrification technology today," Diegert said. "That means that 99 percent of them don't. That's a huge opportunity for us and that's going to continue in the decades to come."

Ford enters hybrid space

Ford itself meanwhile plans to launch its own hybrid F-150 by 2020, John Ruppert, Ford's general manager of commercial vehicle sales and marketing, said during a press conference at Ford's Work Truck Show booth.

"Almost 30 percent of our F150 sales are in the form of a commercial business name," Ruppert said.

Ford also plans to test a Transit custom plugin in Europe this year and have it in production by 2019. And the company recently announced the testing of 10 Transit Connect hybrids, 10 going into taxi fleets including in New York City, he said.

"The other 10 will go into large Transit Connect customers in locations like delivery and telecommunications," Ruppert said. "So we're really excited about what that can mean for the future."

John Scholtes, Ford's chief engineer for commercial vehicles, noted that XL Hybrids was Ford's first commercial partner in its electric qualified vehicle modifier program, or



"It will take some time but in terms of strategic investments and developments this is definitely the direction we're going."

— Jecka Glasman, president and CEO of Mitsubishi Fuso Truck of America

eQVM. Other partners in that program are Motiv Power Systems, which installed an all-electric drive train in a Ford F59 van, and hydraulic hybrid maker Lightning Hybrids.

Propane proponent watching

Tucker Perkins, chief business development officer of the Propane Education and Research Council, said his organization is watching those technologies closely.

"I'm at least enough of a scientist to believe that battery technology can get better, charging systems can get better," Perkins said. "But clearly that's not today, tomorrow, or five years from tomorrow."

At present electrification isn't a solution for fleets where range and payload matter, he said. He also noted that in many cases it doesn't even make environmental sense if the source of the electricity is from fossil fuels.

"We're studying it ourselves because one option that makes a lot of sense is to have a battery option with a propane-powered engine," Perkins said, adding that "I think we're going to be in the conversation for many decades."

However, he noted that long payback periods for hybrid systems won't appeal to many potential users. A propane



Trade-marked XLP plug-in hybrid electric system from XL Hybrids installs on the drive train of a Ford F-150 and promises a 50 percent fuel savings while maintaining the truck's warranty.



John Scholtes, Ford's chief engineer for commercial vehicles, addresses a press conference at the 2017 Work Truck Show.

conversion ranges from \$4,000 for smaller trucks up to \$15,000 for large vehicles. That produces an average fuel saving of 30 percent, and up to 50 percent overall savings if maintenance costs are factored in, Perkins said.

"I'm all about driving a Toyota Prius, or if you commute to work 12 miles and come home at night, perhaps an electric car's fine for you," Perkins said. "But for fleets that have irregular routes, heavily loaded vehicles, battery technology is not there yet."



SUMMIT

CRANES

REACH FOR THE PEAK

SUMMIT CRANES ARE RATED TO LIFT 3,000 LBS - 14,000 LBS PROVIDING BOTH VERSATILITY AND STABILITY.

CRANE MODELS - 4416 · 6620 · 6629 · 10620 · 10629 · 12629 · 14629

CALL 888-780-9076 TO REACH YOUR FACTORY DIRECT SALES REPRESENTATIVE

990 Vernon Rd. Wathena, KS 66090 · www.summitbodies.com

ServiceTruck

To advertise in Service Truck contact:

Nick Moss, Marketing Manager

Cell: 250-588-2195

ads@servicetruckmagazine.com

NEWS

Sing the service truck electric

Class 8 electrics on the road already, can electric service trucks be far behind?

ERIN GOLDEN

Someday in the not-so-distant future, you might get a call for a repair and head straight to your truck — so you can unplug it.

Hauling a battery that will power your trip, along with the crane, compressor or any other equipment you have on board, you'd head to the job. There, you might link your service truck up with the vehicle you're working on, providing it some extra power, or just charging up our own battery. Then, you'd head back home, in your truck that's quieter, more efficient and fully run on electric power — probably passing other electric-powered cars and trucks on the way.

Class 8 electrics on the road

It's not yet reality, but that's the vision of a growing number of truck and heavy equipment manufacturers working to develop new classes of vehicles running mostly or all on electric power. In California, one of the places leading the charge on electric vehicle development to help meet demanding carbon emission goals, the future is coming fast. Already, there are already electric-powered Class 8 trucks cruising the highways and one company working on a pilot project that could soon have electric heavy duty tractors and medium-duty service trucks serving ports and freight yards.



TransPower has also developed an electric bus.



TransPower, a California company, is operating a small fleet of Class 8 electric-powered trucks.

With all that in the works, is your service truck next?

Maybe, said Doyle Sumrall, managing director of work-truck industry association NTEA. But with so many unique demands of weight, space and usage, he said turning service trucks into electric vehicles could come with a whole host of additional challenges.

"The whole question for any segment of the industry centers around this idea that work trucks are truly tools," Sumrall said. "They're different from a car, different from a fork truck used in the confines of a plant somewhere. The whole question from NTEA's perspective is mission capability."

The idea of using electric-powered trucks for work has been around for several years. UPS and FedEx have both added hybrid and electric delivery vehicles to their fleets over the last five years, and the technology they use continues to evolve.

Both of those companies are now using power-train systems developed by Workhorse Group Incorporated, a company formed after AMP Electric Vehicles acquired the Union City, Ind.-based Workhorse Custom Chassis. Gary Sheldt, Workhorse's marketing manager, said the focus so far has been on medium-duty chassis powered with one of two options: 100 percent battery powered electric, or its range-extended "E-Gen" model, which combines battery power with a small internal combustion engine to provide a greater range of about 100 to 120 miles per day.

A long-range plan

The long-range system comes with another benefit: it requires a smaller battery, so it's lighter and cheaper than going fully electric.

"They're still not 'unlimited range' vehicles," Sheldt said. "You're not going to get one in and start it up today and drive from Cincinnati, Ohio, to Florida. It's primarily in the



EPC Power Corp. designed this onboard inverter charger unit, or ICU, exclusively for TransPower.

last-mile delivery sector."

Sheldt said those distance constraints are chief among the issues that currently limit fully electric powered trucks to certain types of work. He said the range of the vehicle could be a particular concern for mechanics' trucks, since trips and power needs are often far more unpredictable than those of a UPS driver on his or her regular route.

"The last thing in the world you want to do is show up on a site where you've got to really use your additional cranes or winches, or what have you, and those are big in terms of how long it will take to get this done," he said.

Still, it's not just medium-sized delivery trucks that are running on batteries.

In California, a company called Transportation Power Inc., or TransPower, is operating a small fleet of Class 8 trucks that are fully electric, can haul up to 80,000 pounds, and can travel 60 to 120 miles when fully charged.

Joshua Goldman, TransPower's marketing manager, said the trucks are part of a public-private partnership that is aiming to change the way all of the vehicles involved in getting goods in and out of California's busy ports are running on something other than diesel.

"The goal is from ship to shore, and eventually zero emission," he said. "That includes the cranes taking the containers off the ships, the high-tonnage forklifts, the yard tractors moving those containers around distribution centers and short-haul trucks."

The future looks lighter

The trucks are not cheap — Goldman said they come with a \$300,000 premium, in their current form — and they are heavy. The batteries in the first eight trucks of the pilot project carry batteries that add about 6,000 pounds to the load. But the technology is already evolving quickly; Goldman said the next generation trucks, already in devel-

All-New From Venturo ESV1000 Enclosed Service Van Crane

Venturo now offers you a dependable lifting solution for your enclosed service van. The ESV1000 is essential for increasing productivity for contractors and technicians in any industry.

1,000 LBS Maximum Capacity
2 - 3 FT Manual Extension



Venco Venturo Industries LLC
12110 Best Place | Cincinnati, OH 45241
800-226-2238 | 513-326-5427 Fax

info@venturo.com | www.venturo.com



VencoVenturo



@venturocranes

NEWS



“The whole question for any segment of the industry centers around this idea that work trucks are truly tools. They’re different from a car, different from a fork truck used in the confines of a plant somewhere.”

— Doyle Sumrall, managing director, NTEA

opment, will carry batteries that are about 2,000 pounds lighter.

For now, anyway, the extra cost is being subsidized by the state of California, which has the most stringent emissions requirements in the country. That interest and support is also helping TransPower develop electric buses, garbage trucks and off-road yard trucks.

For the Class 8 trucks, Goldman said he expects it won't be long before the tests evolve into a workable product available to anyone in the market to expand their fleet.

“Realistically over the next five years we will go from a few dozen to a few hundred demonstration vehicles to commercial sale,” Goldman said.

Meanwhile, the state of California is working with the Chinese electric bus manufacturer BYD to develop its own fleet of electric trucks. Armed with a \$9 million grant, the company plans to build 23 battery powered Class 8 yard trucks to move freight containers in shipping yards. It will also build four smaller Class 5 medium-duty service trucks to be used at BNSF's intermodal rail yards in Commerce and San Bernardino, Calif.

The estimated energy savings from those 27 vehicles: 3,500 tons of carbon dioxide, 3,250 pounds of nitrogen oxide and 170 pounds of diesel soot.

Hybrid integration underway

Sumrall said it makes sense that California is on the forefront of the march toward electric vehicles, given the state's problems with poor air quality.

“You've got a very defined mission in a reasonably short area, a heavily regulated area and air quality is critically important,”

he said. “So the mission and objectives align to make sense for an all-electric truck and what can be done there.”

In other areas, without the focus and the public funding, it could be a more gradual process. Sumrall said the integration of hybrid vehicles into the service truck industry is already in the works.

“Electrification of systems on trucks is alive and well, powering cranes, buckets, powering heating and cooling,” he said. “The penetration of the market is increasing, and engine-off operation, idle mitigation are very strong and very clear benefits of electrification of systems on trucks.”

Sheldt said he expects those kinds of advances could lead to a progression toward at least hybrid technology in more service trucks. He said hybrid trucks are likely to remain more popular as the technology develops because they can provide more reliability, especially on service calls that go longer than planned.

“I'm confident that the hybrid model will be the one that will find the great adoption, both from a cost standpoint and the timing,” he said.

A boost in incentives from the federal government for companies that invest in more environmentally friendly technology could help speed up the pace of all-electric or hybrid adoption, Sumrall said. But he added that each company will have to assess its own needs, goals and demands to determine if a new kind of power will work within their fleet.

“You're not just changing your choice of fuel, but whether that's to go to natural gas or propane or electric, but also having to identify or build out the infrastructure to support that,” Sumrall said.



Prototype truck cranes introduced

Palfinger brought a pair of prototype truck cranes to the Work Truck Show in Indianapolis this March.

One of the cranes, the PS6500, was expected to be in production with about two months of the show, said Brian Heffron, national sales manager for Omaha Standard Palfinger. The PS6500 has a 992-pound capacity for the entire reach of the crane, he said.

The other prototype, the 2,000-pound capacity PS10000, needs more work before it goes into production, he said.

That prototype has a “very high end boom section” that is a robotically bent, single-weld X hexagonal boom like Palfinger's bigger cranes.

“The cylinder is a little oversized for it so there's things we need to scale down,” Heffron said. “It's overkill, way, way, way overkill.”

The company decided to bring the prototype to the Work Truck Show to let the market know that it planned to round out its line of cranes, which has had a gap



Brian Heffron of Palfinger North America Group stands behind the prototype PSC 10000 crane at the Palfinger booth at the 2017 NTEA Work Truck Show.

below the 3,200-pound capacity models, and to get some feedback.

“We wanted to let the market know that Palfinger is going to finish out this line and just keep going,” Heffron said.

A popular feature on the PS10000 is its hydraulic winch, which Palfinger has on larger models.

“We're eliminating electric winches, which are always a problem for an electric-over-hydraulic crane,” he said.

Custom and Standard Lube Trucks and Skids available



OUR GOAL IS not to build what we want, but **TO BUILD WHAT YOU NEED TO BETTER SERVE YOUR BUSINESS.**



704.786.9400 f: 704.784.2442
4325 Motorsports Drive Concord, NC 28027

TAYLORPUMPANDLIFT.com
Visit our website for other applications!

A TRUCK FOR EVERY APPLICATION **BIG** OR SMALL



ORO DESIGN
& Manufacturing

ORO HEAVY DUTY SERVICE BODIES
3 Small Crescent • Oro-Medonte, ON • L0L 1T0
Tel (705) 327-1567 Fax (705) 327-1506
www.oro-design.ca



BY DAN ANDERSON

SPEC MY TRUCK

By The Numbers

Outfitting dozens of service trucks is a balancing act between meeting techs' needs and minimizing business expenses

If it's a challenge for a manager to spec a single service truck for optimum economy and performance, imagine the responsibility of spec'ing and maintaining more than 50 service trucks scattered across Louisiana, Texas and Oklahoma.

Scott-Macon Equipment, based in Houston, supplies and services all types of cranes to the oil and petrochemical industry. Among the duties of Mike Petrey, senior vice-president of product support, is ensuring that the firm's field service technicians have the right trucks and equipment to fulfill the company motto, "When service matters."

Scott-Macon's service vehicles vary according to the duties of the technicians who work from them, from three-quarter-ton trucks with basic service bodies for techs who work mostly on electrical and electronic issues at petrochemical plants, to crane-equipped four-wheel-drive units that roam the oil fields and wind farms of west Texas. The company's core units are currently based on Ram 5500 chassis equipped with 6.7-liter Cummins diesel engines ahead of automatic transmissions. The trucks carry Rawson Koenig (RKI Inc.) service bodies and 6,000 pound-capacity cranes.

"We let the tech pick between an Auto Crane or a Liftmoore crane," Petrey says. "Both cranes are good and solid, but some techs have a preference of one over the other. The Rawson Koenig service bodies have worked really well for us. We can usually get one service body to last for three truck chassis before we have to replace it."

Petrey started his career working from a service truck back in the early 1970s, so he knows from experience the advantages and disadvantages of various service bodies.

"We use a low-profile design," he says. "Some service bodies are so tall that you have to use a ladder to get into the top of the compartments. Over the long haul, that's hard on the guy running the truck. We also look for a wider bed, because I remember how nice it is to have room to load an engine in the back. And I like that those boxes have a real good security system to lock the drawers and compartments so the guys' tools are safe when they're on the road for a week or more at a time."

Scott-Macon's concern for employees extends to ride quality.

"The 5500 is a ton-and-a-half, and it's a smoother riding truck that doesn't beat up the guys on long trips," Petrey says. "We spec'd bigger wheels and heavier tires, usually Michelin or Bridgestone, to reduce problems with flats, but with road treads to keep the ride as smooth and quiet as possible."

Scott-Macon is moving away from large, individual gas-powered air compressors and welder/generators and transitioning to a more compact Mi-T-M model MAW-SR14-30M air compressor/welder/generator "all-in-one unit."

"The industry is moving toward refinery applications where either you can't use a welder, or the welder has to be certified for the welding required in each specific situation," Petrey says. "We've still got Miller 250 Bobcats generator/welders on some trucks, and they're solid, dependable units. We stay with gas-powered units because the DEF (diesel engine fuel) systems can have problems if you let

"We use a low-profile design. Some service bodies are so tall that you have to use a ladder to get into the top of the compartments. Over the long haul, that's hard on the guy running the truck."

— Mike Petrey,
Scott-Macon Equipment

them sit and idle for long periods of time to run a PTO-driven air compressor."

Petrey's goal is to provide his field technicians durable, economical service vehicles that don't require a lot of customizing.

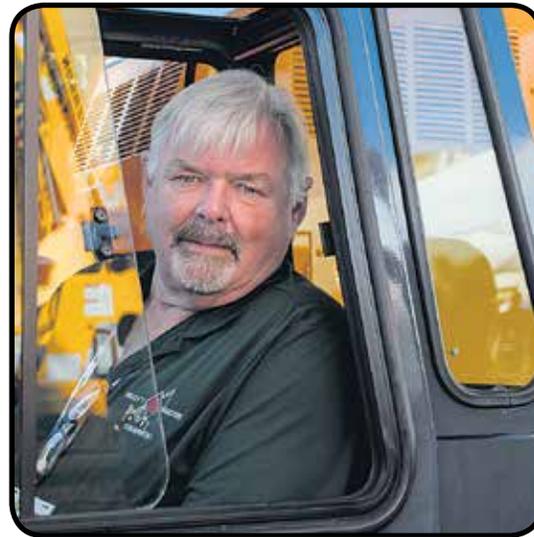
"They have the option of adding tool boxes on top of the side compartments to carry big, bulky tools like Porta-Powers," he says. "A lot of them opt to have the big air tank for the air compressor down in the bed instead of up on top of the side compartments, to keep a lower profile. We provide Reelcraft hose reels for the air hose, and put a big vise on every truck. We build and install our own headache racks, have the bed coated with non-skid coating, and put (laptop) computer stands in the cabs. Beyond that, once we get a design that works we pretty much stick to it unless the industry changes, like restricting welding in petrochemical facilities. Then we roll with the changes."

A final feature of all Scott-Macon service trucks is not an option, thanks to Petrey's years spent working in the field.

"All the trucks have a spare tire mounted on the headache rack or in the bed," he says. "There are some things from my days of working on the road that I never forget."



Photos by Robert B. Dimmitt



Mike Petrey is the senior vice-president of product support for Scott-Macon Equipment.



Reelcraft provides air hoses for the fleet.



Outriggers provide stability.



Scott-Macon equipment has a fleet of more than 50 service trucks.



Company proudly displays motto.

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



Miller Bobcats are still in use on some of the trucks.



Auto Crane offerings are among the crane choices.



Sealed beam lights the way.



Each truck boasts a big vise.



Air tanks in the bed help maintain a low profile.



The trucks carry Rawson Koenig (RKI Inc.) service bodies.



Scott-Macon prefers a low-profile body design.



Ram 5500 chassis feature automatic transmission.



Secure drawers keep tools safe.



Extra tool boxes are optional.



Ram 5500 chassis affords a smooth ride.

OUTLOOK

Upbeat mood reported at industry trade shows

Pent-up demand and end of election season cited as factors behind rising economic spirits

STORY AND PHOTOS BY KEITH NORBURY

Optimism was the prevailing mood at two major industry trade shows — ConExpo-Con/Agg in Las Vegas, and the Work Truck Show in Indianapolis — that took place a week apart this March.

John Celoni, president and CEO of Ramsay Industries, cited a variety of factors for the optimism, including pent-up demand.

“We’ve got aging fleets that are out there. People have deferred expenses,” Celoni said at the ConExpo booth of Auto Crane, a Ramsay subsidiary. “I think the (presidential) election, regardless of who won or didn’t win, there was a pause before the election that is hard to understand but it happens every election. And then since then, yeah, things have freed up. I would also say that having oil and gas in that 55 (dollars a barrel) range or better and the optimism and more rigs being drilled now are all encouraging points.”

Russ Thielen with Peterson Trucks Inc., a Caterpillar and International Truck dealer in the San Francisco Bay Area, said there was “good energy” and “good activity” at ConExpo. He agreed with Celoni that a lot of people are



Gathering at the 2017 ConExpo booth shared by Penticton, B.C.-based Brutus Truck Bodies and Italy-based Next Hydraulics are Gerry Turchak, president of Brutus Truck Bodies; Olgher Reverberi, president of Next Hydraulics and Maxlift Cranes USA; Chuck Davis of Davis Transport Excavations of Anchorage, Alaska; and Matt Godard, from Ponsse North America of Rhinelander, Wisc.

looking for new ideas and showing a willingness to expand.

“I think the money and the financial aspect of our industry is loosening up a little bit and that’s going to bear out over the next couple of years,” he said. “People are looking at capital expenditures.”

He is fortunate that Silicon Valley, where Thielen’s business is located, seems to be a stable marketplace regardless of the health of the construction industry in the rest of the country.

“Things are positive and still on the uptick in the San Francisco Bay area,” Thielen said.

Traffic was excellent

The chairman of the Association of Equipment Manufacturers, which organizes ConExpo, noted a mood change at the 2017 version of the triennial event, according to a post-show news release.



Rachel Lynch (left) and Donna Popp-Bruesewitz work the Stellar Industries Inc. booth at the 2017 NTEA Work Truck Show in Indianapolis.

“I think there is a noticeable difference in the attendees at this show, and the difference is their optimism,” the release quoted AEM chair Michael Haberman, president of Gradall Industries. “Optimism was on display throughout the show, and the traffic was excellent.”

Jim Hasty, vice-president and general manager of Iowa Mold Tooling Co. Inc., attributed much of the optimism he noticed at ConExpo to election promises of ramped up infrastructure spending. But he also noted that “there’s some people in West Virginia in the coal mines that are starting to get optimistic that maybe they’ll start mining coal again.”

Asked if perhaps the coal miner’s optimism is misplaced because of natural gas pummeling the coal market, Hasty said, “I don’t know if you can be overly optimistic. Those type of things actually help feed the economy. So as long as everybody is optimistic it should help keep things moving.”

Hesitation has ended

Donna Popp-Bruesewitz of Stellar Industries Inc., who also attended ConExpo, noticed a more positive vibe on the

SWP
Southwest Products

QUALITY TRUCKS
That Work As Hard As You Do

WE BUILD STOCK AND CUSTOM SERVICE VEHICLES: FUEL / LUBE / MECHANIC / CRANE TRUCKS



Our premier line of heavy duty service truck bodies are designed to withstand the demands of your most severe job sites.

Need A Truck Now? With the largest rolling inventory and fastest turnaround on stock orders, SWP can get you a truck NOW.

SEE OUR INVENTORY

www.SouthwestProducts.com

602.497.0671



Heather Wilt of Curry Supply Company stands by one of the firm's lube trucks on display at its ConExpo 2017 booth.

floor of the Work Truck Show this year.

"There was a little hesitation last year with the whole political season," Popp-Bruesewitz said. "Now that that's under our belt people are starting to get a little excited about some of the things that are coming."

While she attributed much of that to people just being glad the election is over, she added that the outcome will be good for the industry.

"I think with the infrastructure stuff that they're trying to pass, that just means good things for everybody in this industry," she said, adding, "Put people back to work and fix the roads, fix the bridges."

"There was a little hesitation last year with the whole political season. Now that that's under our belt people are starting to get a little excited about some of the things that are coming."

— Donna Popp-Bruesewitz, Stellar Industries Inc.

It's all psychological

Gerry Turchak, president of Penticton, B.C.-based Brutus Truck Bodies and Nor-Mar Cranes, said the mood at this ConExpo was more positive than the last time around. He attributed that to the recent change of government in the U.S., "whether good or bad."

Much of the mood change is psychological, he said. "Somebody thinks things are better, they're probably going to get better," Turchak said. "You want to come here depressed, you can stay depressed quite easily."

He has also noticed an attitude change in Canada as well. When oil prices dipped, his business slowed down considerably.

"Now the optimism is coming back. We're getting busier and hiring," said Turchak, who has been coming to ConExpo for two decades.

Heather Wilt, marketing director for Curry Supply Company of Martinsburg, Pa., said the company's ConExpo booth received "a ton of traffic," which she attributed to the buoyant mood.

"Everyone seems really optimistic and we're talking to a really great amount of people who are ready to buy and Curry Supply is excited for 2017 and what the show is going to bring," said Wilt, who was attending her third ConExpo although it was her first since joining Curry Supply.

She attributed the optimism to construction and other industries picking up. "They need service trucks, and they need trucks from us to do what they do every day. So I think that's what's really going to help boost this industry," Wilt said.

It's about Trump

ConExpo meanwhile was old hat for Paul Hecker, director of engineering with Southwest Products, which has its manufacturing headquarters in Surprise, Ariz. He has been coming to show since the early

1990s, before many of the exhibitions halls at the convention center had been built.

"I think this is a real exciting show this year," he said.

And to what does he attribute the enthusiasm?

"Trump!" he exclaimed with a mischievous laugh. "How many people have said that?"

"I'm a supporter of what's best for our country," Hecker added in a more serious tone.

"One of the best lines I've heard this entire trade show — and I'm not going to say it's original and I may not coin the phrase correctly — but I think it was described best that with the economy people were hesitant to try make themselves joyful about the opportunities that we have in our industry," Hecker continued. "The equipment industry is large, it's exciting, and so someone said, 'I think people are manufacturing enthusiasm.' And guess what? It's been very contagious. So if I can do nothing else for the people and attendees here, I want to be one of those who manufactures enthusiasm."

Prepping for new builds

At the Work Truck Show, Ryan Fiorenza of CTW Electronics Co. Inc., an Indianapolis area company that makes electrical components for vehicles, said he has encountered more decision-makers at the show than in previous years.

"We're seeing a lot of fleets prepping for new build cycles," said Fiorenza, whose company was exhibiting at the show for the 10th time. "So a lot more fleets are sending out bid packages and requests for quotes and things like that, getting ready for large fleet purchases."

What does he think is behind that?

"Well, you can only hold off building for so long," said Fiorenza, who is a national sales rep. "And the economy has held people back for quite awhile. It seems like people are optimistic of an upturn. We'll see how it goes."

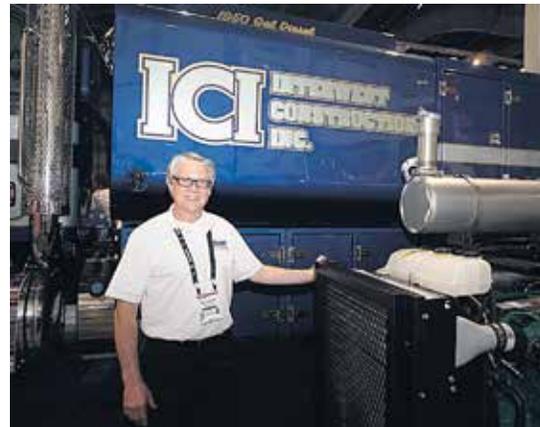
Political change is a factor, he added. But so is a rebounding housing market and a revitalized construction sector. "And all those guys use trucks," Fiorenza said.

Renee Franklin, an outside sales rep with Houston-based service body maker RKI Inc., also noticed an upbeat perspective on the economy.

"Oil seems to be kind of bouncing back up," Franklin said. "And we're directly impacted because we're a Texas-based company in the oil patch."

"Somebody thinks things are better, they're probably going to get better. You want to come here depressed, you can stay depressed quite easily."

— Gerry Turchak, president, Brutus Truck Bodies



"The equipment industry is large, it's exciting, and so someone said, 'I think people are manufacturing enthusiasm.' And guess what? It's been very contagious."

— Paul Hecker, director of engineering, Southwest Products

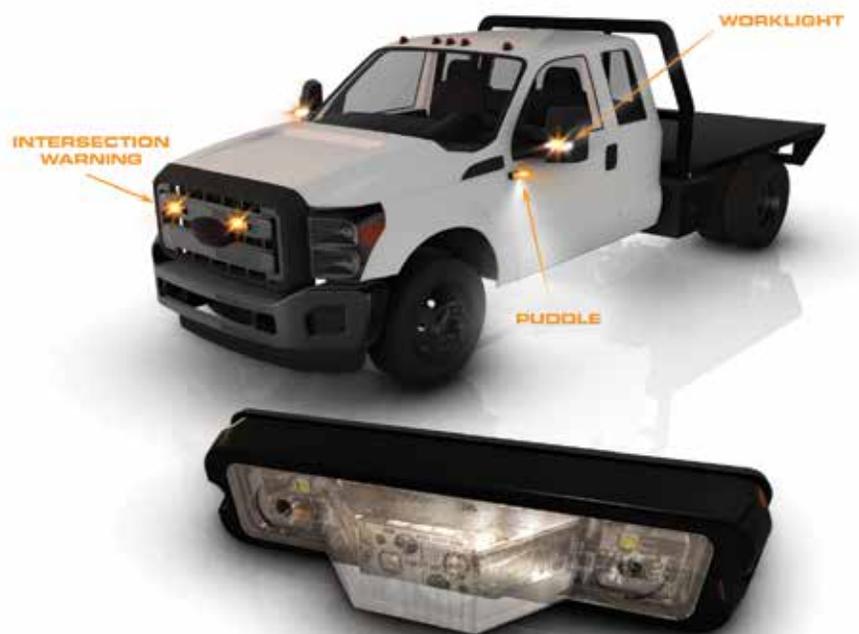
"We're seeing a lot of fleets prepping for new build cycles."

— Ryan Fiorenza, national sales rep, CTW Electrical Co. Inc.



INTRODUCING THE THREE IN ONE ED3777

180 DEGREE COVERAGE, MULTIPLE FLASH PATTERNS AND VARIOUS MOUNTING OPTIONS PROVIDE SUPERIOR WARNING CAPABILITY



Learn more by visiting www.eccoeg.com or by calling 800.635.5900.





SHOW WRAP

Exhibitors and attendees alike impressed by ConExpo 2017

Triennial trade show attracts nearly 128,000 visitors to the Las Vegas Convention Center this March

STORY AND PHOTOS BY KEITH NORBURY

Pretty much everywhere a visitor looked during the 2017 version of the massive ConExpo-Con/Agg trade show, service trucks and accessories were on display.

Exhibitors in those industries were scattered across the grounds of the Las Vegas Convention Center — from amid the sky-reaching cranes in the Gold lot at one end, to the new Bronze lot at the other.

“Well, everybody told me there’d be a lot of equipment here,” said first-time ConExpo attendee Steve Tracy, the southeast regional sales manager for Maintainer Corporation of Iowa Inc. “But you still can’t be prepared for quite how much there is. I’ve been here since Sunday and I still haven’t had a chance to get around to see it all. So it’s amazing.”

He was a bit nervous going into the show because Maintainer was assigned an outdoor booth in the Gold lot among the major crane manufacturers and their towering booms.

“We’ve had excellent traffic coming, though — really quality buyers not just tire kickers,” Tracy said on the second to last day of the show, which took place March 7-11. “People that are really looking to making purchases and purchases quickly. We’ve sold units here out of the

lot in the last couple of days. The traffic’s been fantastic.”

Buyer attendance increases

Total attendance for ConExpo and the co-located International Fluid Power Exposition was nearly 128,000 for the week, said a news release from the Association of Equipment Manufacturers, which organizes both shows. That was slightly less than the official count of 129,364 attendees for the 2014 version of the triennial event, which was second only to the 144,600 who attended in 2008, just before the global financial crisis.

The association also noted that nearly “26,000 international attendees from 150 countries braved global headwinds including a strong dollar and flagging export markets” to come to the show. The foreigners accounted for nearly 20 percent of show attendees, down from a 24 percent share in 2014.

On the other hand, attendance from U.S. buyers jumped over 16 percent from 2014 with total buyer attendance increasing eight percent, according to the AEM. Overall contractor and producer attendance was also up, by 10 percent.

ConExpo was certainly bigger than ever with a record 2,800-plus exhibitors and over 2.8 million square feet of exhibition space.



Versalift aerial work platform ascends 225 feet above the ground to offer this view of the Gold lot at ConExpo 2017.



Steve Tracy, southeast regional sales manager for Maintainer of Iowa Corp., takes a turn at the company's booth in ConExpo's Gold lot.

A diversity of offerings

“It’s a great show,” said John Celoni, president and CEO of Ramsay Industries, at the booth of Auto Crane, a Ramsay subsidiary. “It has been an outstanding place to bring in people that we do know and then meet new people and then see what is new within the industry. And there’s a lot of great information passing, a lot of great opportunities for us to show and demonstrate our products and the new features on them.”

Celoni had time to walk the show and even check out his competitors. “I’ve been to many partner exhibits as well as I always look at the competition and see what they’re doing — just like they’re here,” he said. “There’s no better compliment than having them come check out our materials.”

This ConExpo compared favorably with previous ones he attended, Celoni added.

“It feels a little more optimistic and upbeat about where the industry is going and maybe



Russ Thielen, of Peterson Trucks Inc., a Caterpillar dealer out of San Francisco, meets with John Celoni Jr., president and CEO of Ramsay Industries, parent company of Auto Crane, beside a service truck that Auto Crane upfitted for Thielen's company.

IN STOCK NOW!

AUTO CRANE SERVICE TRUCKS

HELPING PEOPLE SUCCEED

aspenequipment.com

IN STOCK NOW!
WORK READY

HC7 AUTO CRANE TITAN™ 38 SERVICE BODY

- 7,000 LB. MAXIMUM LIFT CAPACITY
- 19,500 GVWR 4X4 CHASSIS
- 133" BODY FOR 84" CA CHASSIS

2015 DODGE REGULAR CAB

- 4x4 84" CA
- 6.7L Cummins diesel with 6-speed automatic transmission
- Auto Crane HC7 Service Crane
- Crane Rating of 38,000 ft-lbs.
- Power Boom Extends to 20' 4"
- Hydraulic winch with 95' of 3/8" aircraft quality cable
- Full hydraulic outrigger assy. for curb-side crane

SALE PRICE \$109,000

IN STOCK NOW!
WORK READY

AUTO CRANE TITAN 60 SERVICE BODY

- 10,000 LB. MAXIMUM LIFT CAPACITY
- 33,000 GVWR CHASSIS
- 133" BODY FOR 84" CA CHASSIS

2015 PETERBILT MODEL 337

- Allison 3000 Series automatic transmission
- Paccar PX-9 300HP Diesel Engine
- Auto Crane 10,006H Service Crane
- Crane Rating of 60,000 ft-lbs.
- Power Boom Extends to 25'
- NexStar2 Radio Remote Controls
- Full Size AG Tool Drawers in Front Two Street Side Compartments
- Hydraulic Out and Down Outriggers
- 20" Work Bench Bumper with Storage
- Bedliner Floor and Sides
- Standard Shelving Package

SALE PRICE \$143,000

IN STOCK NOW!
WORK READY

AUTO CRANE TITAN 60 SERVICE BODY

- 10,000 LB. MAXIMUM LIFT CAPACITY
- 33,000 GVWR CHASSIS
- 133" BODY FOR 84" CA CHASSIS

2015 FREIGHTLINER MODEL M2

- Fuller 2500 Series automatic transmission
- Cummins ISB 280HP Diesel Engine
- Auto Crane 10,006H Service Crane
- Crane Rating of 60,000 ft-lbs.
- Power Boom Extends to 25'
- NexStar2 Radio Remote Controls
- Hydraulic Out and Down Outriggers
- 20" Work Bench Bumper with Storage
- Bedliner Floor and Sides
- Standard Shelving Package

SALE PRICE \$128,000

CALL NOW:

MINNESOTA

Kevin Dessart
Cell: 612-437-0447

IOWA & NEBRASKA

Kelly Griffith
Cell: 402-595-4615

SERVICE TRUCKS CAN BE READILY EQUIPPED WITH OTHER OPTIONAL EQUIPMENT

some of the economics behind the industry,” Celoni said. “So we’re excited about what that brings.”

Russ Thielen with Peterson Trucks Inc., a Cat and International Truck dealer in the San Francisco Bay Area, said that as first-timer to ConExpo he found the show to be even larger than he had expected. “And just the diversity of the offerings that seem to be here is great for the show,” Thielen said.

Jim Hasty, vice-president and general manager of Iowa Mold Tooling Co. Inc., said ConExpo was very good this year.

“The atmosphere is so much different than previous shows we’ve been to the last couple of years,” Hasty said. “From the mechanics that come in to the booth, to fleet managers, to business owners, everybody is very positive about what’s going on.”

Qualified leads abound

At the Miller Electric Manufacturing booth in the Bronze lot, sales manager Shawn Hamilton said he noticed “a lot of foot traffic” and “a lot of interest in our products.” In particular, he singled out the interest Miller’s new EnPak A28GVW all-in-one power system, which features a 28 cubic foot per minute air compressor, 550-watt generator, battery charger, and 210-amp stick welder.

“It’s been a wonderful experience,” said Hamilton, who was attending his second ConExpo. “I think that (with) the traffic that we’re seeing, it’s a growing event.”

Another sign of that were the long lines to ride the monorail connecting the convention center with hotels on the Las Vegas Strip.

For Sage Oil Vac, this version of ConExpo was better than in 2014, said company CEO Aaron Sage.

“It seems like it’s grown quite a bit,” Sage said. “And just walking out there on the Gold lot and seeing how much stuff is there is just amazing.”

The show has produced “very qualified leads,” he noted. “People here are ready to buy — people who are specifically looking for our type of equipment.”

As its name implies, Sage Oil Vac makes equipment for vacuuming fluids such as used oil but also for transferring new oil from a drum to a fuel tank. Other Sage products include lube skids and trailers as well as accessories like filter stingers, barrel straws, and drain plugs.

“Maybe it’s our prep work and whatever,” said Sage, whose company was exhibiting at ConExpo for the fourth time. “But it just feels like there’s more people who are serious about buying something now.”

It’s overwhelming

Bill McManes, an estimator with Boudreau Pipeline Corporation, was making his third trip to ConExpo.

“I love to see all the new equipment and all the new innovations,” McManes said during a visit to the Maintainer of Iowa booth.

His company has a pair of service trucks, although he was most interested in checking out excavators, loaders, and electronics. After spending the better part of two days at ConExpo, “we still haven’t seen it all,” McManes said.

Joining him was Doug Martin, Boudreau’s director of operations. He was also attending his third ConExpo.

What impressed him most about the show?



“The atmosphere is so much different than previous shows we’ve to the last couple of years. From the mechanics that come in to the booth, to fleet managers, to business owners, everybody is very positive about what’s going on.”

— Jim Hasty, vice-president and general manager, Iowa Mold Tooling Co. Inc.

“Just the knowledge that everyone has here about the equipment they’re representing,” Martin, whose company is based in Corona, Calif. “They know what they’re talking about. You have a question they usually have the answers. If they don’t, they’ll get you the answer.”

First-time ConExpo visitor Randy Stokes, a mechanic with Canton, Ohio-based Beaver Excavating, used the word “overwhelming” to describe his impression of ConExpo.

“There’s just so much to see,” said Stokes. “We’re not going to see half of what’s here.”

His co-worker Charlie Cunningham, who was attending his second ConExpo, added that the 2017 show was “a lot bigger than three years ago.”

Let’s say it rocks

Nick Comaich, who works for Canyon Rock Co. Inc. of Forestville, Calif., came to ConExpo with a singular purpose.

“My main thing here was coming to look at the service trucks and see what I want next,” Comaich said as he stopped by the IMT booth on the first day of ConExpo to check out its latest products. He currently owns a Dominator that’s nearly 20 years old.

“It’s on a Ford F-750,” Comaich said. “It’s been a really good truck. I’ve got a Cat motor in it — been a good truck. Just getting ready for a new one.”

He uses the truck for plant maintenance, welding and “a lot of wrenching” at a rock quarry near Santa Rosa.

“I kind of get a little of everything in there,” he said. “So the truck, it lives a nasty life out in the mud and muck every day.”

Making his third trip to ConExpo, Comaich started off with taking a few classes, including “Crushing 101” for working on large rock crushers, and a session on craning.

“You’re never too old to learn something,” Comaich said.

At that point he hadn’t seen much of the show but was already convinced that “it’s bigger than ever.”

Michael Deneen of Chicago is looking to start up a stone quarry of his own. And with that in mind he also came to ConExpo with thoughts of upgrading his service truck.

“My truck doesn’t have a crane. That is one of the features I need, (to) get away from using the excavator,” said Deneen who currently does demolition and concrete work and runs nine wheel-loaders and seven

Bobcats.

It was his first visit to ConExpo, although he had attended World of Concrete, an annual event that also happens at the Las Vegas Convention Center.

“I’m looking forward to coming back in another three years,” Deneen said.

An eye-opening experience

For Chuck Hamilton, director of marketing and OEM manager for Boss Industries LLC, ConExpo was “an eye-opener.” It was the first time the company, which is headquartered in Laporte, Ind., had exhibited at the Las Vegas event.

“We got to open up some new territories that we haven’t been to before and we had a lot of success with new customers and existing customers,” Hamilton said during an interview at the Work Truck Show in Indianapolis the following week.

Walt Van Laren, president of Service Trucks International, said he was impressed by the quality of visitors that dropped by the company’s booth.

continued on page 20



Aaron Sage, president of Sage Oil Vac, shows off the company’s filter stinger on display at its booth at ConExpo 2017.



Randy Stokes, left, and Charlie Cunningham — both of Beaver Excavating Co. in Quake City, Ohio — check out a Feterl service body at Teamco Inc.’s booth at ConExpo 2017.

Shawn Hamilton of Miller Electric Mfg. Co., promotes the company’s new EnPak A28GBW all-in-one power system at ConExpo 2017.



Nick Comaich, of Canyon Rock Co. Inc. of Forestville, Calif., checks out a service body at Iowa Mold Tooling Co. Inc. booth at ConExpo 2017.

LEADING THE INDUSTRY THROUGH INNOVATION & QUALITY

REEL SOLUTIONS FOR:
FLUID TRANSFER, AIR/WATER, OIL/GREASE,
DEF, FUEL, GROUNDING, LPG,
AND MORE.

THE BEST, MOST RELIABLE & COMPLETE LINE OF
HOSE, CORD, & CABLE REELS

FOLLOW US:

#COXREELS

WWW.COXREELS.COM | 800.269.7335 | INFO@COXREELS.COM



SHOW WRAP

continued on page 20

“They’re all buyers, they’re all users,” said Van Laren, whose company is headquartered in Sioux Center, Iowa. “So you know you’re talking to people who use the product (and) want to know more about the product. That makes it fun to talk to people that are interested in what you have to sell.”

This was the first time STI had a booth indoors at the show. Van Laren liked what he was seeing.

“I would definitely if the budget allows really like to be inside again because I feel the traffic inside is more consistent throughout the day than being outside,” Van Laren said.

Compared to the previous show, the mood is more upbeat this year, he added. “People seem to be pretty enthusiastic and positive in their business outlook.”

As did others, Van Laren attributed that to the new president, a promise of infrastructure spending, and improved prospects for oil and gas. (See related story on pg. 16)

Show “squashes the competition”

Kenny Dedor, western territories sales manager for American Eagle Accessories Group, said his company’s booth enjoyed a lot of foot traffic.

“We’ve got a lot of people who are excited that we have so many different products,” Dedor said, noting that American Eagle — a subsidiary of Garner, Iowa-based Stellar Industries Inc. — has recently added the LubeMate and FuelMate product lines.

“People are excited,” Dedor added. “We’re showing off our lube trailer and this



Kenny Dedor, from Garner, Iowa-based American Eagle Accessories Group, a subsidiary of Stellar Industries Inc., promotes a LubeMate lube truck on the American Eagles stand. The LubeMate and FuelMate brands recently became part of American Eagle.

has been what’s probably getting the most attention.”

It was his first ConExpo although he has attended other trade shows such as the biennial International Construction & Utility Equipment Exposition in Louisville, Ky., and the Work Truck Show in Indianapolis.

“It squashes the competition. That’s the best way to put it,” Dedor said of ConExpo. “It’s unbelievable how many people are here. It’s astronomical. It’s crazy.”

Chris Sloan, multimedia specialist with Michigan City, Ind.-based Vanair Manufacturing, was attending his first ConExpo and described it as a “ginormous place.”

“It exceeded my expectations. It really did,” Sloan said. “It’s a lot larger than I thought it was.”

He noted that the company chose the right equipment — such as its trademarked Air N Arc 300 all-in-one power system —

to display at the show, which is “getting a lot of play,” he said.

“We have a lot of hydraulics on different trucks in the show all over the place,” Sloan said. “We’re well represented here.”

Tim Worman, product manager with Vanair Manufacturing, attended his first ConExpo in 2005 during his 28 years with Iowa Mold Tooling Co. Inc.

“This one seems to be a little better attended than the last one,” said Worman, who worked briefly with service trailer maker Thunder Creek Equipment after he left IMT in January 2016 before joining Vanair in December. “Traffic’s been steady. The other areas when I’ve walked and looked at different things were really packed. So I think it’s very well attended.”

The real deal

Amanda Deutsch, technical sales rep for Reelcraft Industries, was attending ConExpo for the first time although she has worked at and attended other trade shows.

“It takes I would say probably a good three to four days to see it all if you want to see it all,” Deutsch said adding that “it’s been great for our business.”

Scott Hannay, international sales manager for Hannay Reels, described ConExpo as “an elemental market” for his company of which he is the fourth generation in the business.

“We’ve sold to all industries truck-related — work truck, fire truck, aviation,” he said. “This is a big truck-related market for service work — tanks, water trucks, fuel delivery.”

The 2017 show was the biggest he’s seen of the five ConExpos he has attended, with more companies and exhibitors. “So we’ve been happy with it,” he said.

“This show’s very important because we’re pushing our brands,” Hannay added. “There’s other people that sell products like this. We want customers to be educated where they buy equipment on trucks to be able to specify our products.”

A touch point for customers

Mike Pettigrew, marketing manager of VMAC, which manufactures vehicle-mounted air compressors, said traffic this year was down at the VMAC booth, which was tucked in a corner of the new Bronze lot. But the quality of traffic “is as good as at any other ConExpo,” he said.

“We don’t have a lot of control over where our booth gets positioned,” Pettigrew said. “So that is I guess the biggest challenge because we really don’t know where we’re going to end up. Three years ago, we had a fantastic location kind of right at the front entrance. And so we had a lot of walk-by traffic. This show we’re kind of tucked in behind a bunch of people. So we don’t have very much so walk-by traffic.”

Unlike other exhibitors at ConExpo, which use it to build up orders for the next couple of years, VMAC, which is based in Nanaimo, B.C., regards the show as “another touch point for our customers” and an opportunity to introduce them to new technology.

“So I’d say our sales are not dependent on the show but it’s certainly a nice bump,” Pettigrew said.



Vanair's There

When your crew's ready to go and half your fleet won't start

A dead battery shouldn't kill a productive workday. When a battery dies, the workday stops in its tracks. The patent pending FST3000 featuring the Vanair Super Capacitor (VSC™) provides instantaneous engine starting power to get vehicles back up and running...FAST! No more waiting for batteries to charge — getting the vehicles back to work in mere seconds! FST3000 is the fastest vehicle starting system on the market and can start all vehicles without downtime.

- 3000+ AMPS of engine starting power
- Featuring Vanair Super Capacitor (VSC™)
- 240 AMP alternator for fast recharging
- 12 V and 12/24 V charging and starting capabilities
- Available with and without 24 CFM up to 175 PSI air compressor
- FST3000+Air includes remote control panel for easy operation



VANAIR
MOBILE POWER SOLUTIONS™



FST3000

Youtube.com/VanairManufacturing

LET'S GET STARTED >> 800.526.8817 vanair.com





Photos by Andrew Fore/Deluge Concepts (hydrographics)

Heavy equipment prodigy takes ConExpo by storm

Six-year-old from Kentucky knows his trucks and dozers

KEITH NORBURY

Las Vegas is often described as Disneyland for adults.

For six-year-old heavy equipment enthusiast Kingston Fore, the ConExpo-Con/Agg trade show in Las Vegas this March was at least as much fun as visiting the Magic Kingdom.

"I got to operate a D8T Caterpillar and that bulldozer was in Peoria, Illinois, and I was operating it from Las Vegas," Kingston told Service Truck Magazine after the show, which took place March 7-11 at the Las Vegas Convention Center.

"They let him actually drive a bulldozer from 1,300 miles away," added his father, Andrew Fore.



Kingston Fore operates an equipment simulator at Volvo's ConExpo booth.

That activity took place at the Caterpillar stand, where Kingston also got to operate a skid steer remotely. The folks at Caterpillar were so impressed with his knowledge of their equipment that they shot a video of him exploring the machinery on the stand.

"Do you have an articulated dump truck with an eject blade here?" he asks a Cat representative at the end of the video, which by mid April had more than 391,000 views on Facebook.

He's more than just cute kid with a fad-dish fascination for trucks and equipment, says his dad. Kingston knows his stuff. He can recognize truck brands like Kenworth, Mac, or Peterbilt "coming down the road before we even see the logo on the front of the truck or the mud flap," Andrew Fore said.

"He knows all the brands and all the technical terms of everything. I get corrected quite often when we're driving down the road or I'll take him to a place where he can watch the construction happening, and I'll say something. And he says, 'No, that's not right.' So I'll google it and sure enough, he's right and I'm wrong."

Kingston can identify the luffing jib on a crane, to note just one example. And he can tell a service truck from a wrecker or a rescue truck.

Such expertise in a six-year-old certainly caught the attention of Todd Hannum, a national accounts manager for Auto Crane, when Kingston visited the Oklahoma-based manufacturer's booth. It was Hannum who tipped off the magazine that an equipment prodigy was at the show.

Kingston's favorite equipment brand is Caterpillar and when he spied a Cat service



Kingston Fore checks out a Titan Armor service body at ConExpo.



Crowd gathers as Kingston Fore operates a mini tower crane at the WolffKran stand at ConExpo.

truck on display at the Auto Crane booth, he had to check it out.

He especially liked the blue lights that were illuminating the Titan Armor truck body at the Auto Crane booth as well as its "pretty cool" compartments. "There were like compartments inside compartments," he said.

He likes heavy equipment and trucks because they can go off road and lift things — something cars and pickup trucks cannot do, he said.

No wonder his life's ambition is to become a construction worker and "drive a Caterpillar excavator."

Where Kingston gets this interest in trucks and equipment is a mystery to his father, who owns Deluge Concepts (hydrographics) and also works for Adcolor Inc., a Lexington, Ky. company that creates signage and graphics that include vehicle wraps. Nobody in his family worked in construction, although a great grandfather drove a over-road-the truck for a time and Andrew's father was briefly a delivery driver.

"Literally from the time he started talking, it's been all things construction and big construction," Andrew said of his son.

So he decided to bring Kingston from their home in the Lexington suburb of Nicholasville to ConExpo, where he could experience that equipment in all its glory.

"He's been to Disney and he had fun there but I think he had more fun at ConExpo," Andrew said. "The three days that we were there we covered a whole lot of ground. But I think he could have stayed there for about three weeks and still been happy."

Kingston also enjoyed Vegas itself, such as "the cool hotels" and the water show and chocolate fountain at the Bellagio.

Aside from his adventures with Caterpillar, Kingston also operated a simulator of a front-end loader and an excavator at the Volvo stand, and of a model tower crane at the stand of Switzerland-headquartered manufacturer Wolffkran Inc.



"He's been to Disney and he had fun there but I think he had more fun at ConExpo."

— Andrew Fore, Kingston Fore's father

He successfully loaded the scoop of the front-end loader "but he dumped it a little bit shy of its target," his dad said. Kingston did very well, however, with a Volvo excavator simulator, and with the tower crane simulator. The latter involved a test to move a load to four different locations, which took him about 11 minutes to complete.

"And I wanted dad to do it, but he said no," Kingston said.

"Yeah, I don't think I could have done it in 11 minutes," his dad said. "So I just took pictures of it."

Kingston also visited the booth of Link-Belt Construction Equipment, a Lexington-based manufacturer whose staff know Kingston well. He has visited the plant with his dad and checked out the various cranes and excavators that Link-Belt makes. The company has even invited him to its next CraneFest in 2018.

Kingston, whose seventh birthday was about a month after ConExpo, is only in first grade but his reading about construction equipment has already surpassed the picture book stage.

"He knows where all the construction books are at the local library," his dad said. "And he walks in and asks if there any new ones because he's read all of them. Our friends at Link-Belt will pass along some trade publications on occasion and you'll see him in the morning and he's got one of them out reading through it."

ConExpo also got him started on a collection of construction equipment models, including a Caterpillar excavator, Wolffkran crane, K-Tec scraper, and Caterpillar 777D off-highway dump truck.

"I really like it and I really want to go again," Kingston said of ConExpo. "And I also want to collect more models."



THE REEL THAT WORKS AS HARD AS YOU

Hannay Reels offers more than 3,800 models for air, hydraulic, lube, cable, and other heavy-duty applications.

When you need dependable equipment that won't quit, Hannay Reels delivers with:

Heavy-gauge steel frame, discs, and drums

Easily accessible components for trouble-free maintenance

Reels built to order with fast delivery



Made in U.S.A.

Find your local dealer: hannay.com or 877-467-3357

Hannay Reels
The reel leader.



SHOW WRAP

Truck sold right off the lot at Las Vegas trade show

The ConExpo-Con/Agg heavy equipment show in Las Vegas has been described as a place where deals are made.

Sometimes, a visitor to the show will buy a truck from an exhibitor and drive it away from the Las Vegas Convention Center.

Such a sale happened at the Bronze lot booth of Jomac Ltd., a service body maker based in Carrollton, Ohio.

A visitor from Arizona couldn't resist the diesel-powered four-wheel-drive Ford F-550 with 11-foot aluminum Jomac service body that the company had on display. So he agreed to pay the company \$118,000 and take it home.

"So today right after the show we're passing over the paper work to him and he's taking off with it," Jomac sales rep Jack Colaprete said on the final morning of the show, which took place March 7-11.

Other features on the truck included a VMAC 40-cubic-foot-per-minute rotary screw air compressor, a

9,000-pound capacity Jomac crane, full roller drawers that Jomac also manufactures, and a power locking system on all the drawers.

"We pride ourselves on light," Colaprete said. "Our slogan is powerfully light. This truck weighs in at about 13,850, which is about 2,000 lighter than any of the competitors out there. So we still have 5,500 pounds of payload on the finished truck."

As for ConExpo 2017 itself, Colaprete described it as "probably one of the better ones that we've had" of late. He attributed that in part at least to a "great location" near the entrance to the show's Bronze lot, a new exhibition area this time around.

"A lot of traffic. Weather has been great," Colaprete said on a sunny day in which the temperature exceeded 80 degrees. "You can't beat it."

At the 2014 ConExpo, Jomac's booth was in the Gold lot amid the cranes, which Colaprete said wasn't as good for a small exhibitor.

"But this lot's really really turned out great for us," he said.

Jeff Taylor of Taylor Pump & Lift, whose company was exhibiting at ConExpo for the first, said his company also sold equipment off the floor and also made many contacts



Jack Colaprete, of Carrollton, Ohio-based Jomac Ltd., sold this truck from the manufacturer's stand in the Bronze lot at ConExpo 2017.

for future sales.

"We had a small booth with a (lube) skid and a back-drop," Taylor told *Service Truck Magazine* the following week at the Work Truck Show in Indianapolis. "Next time we'll have a full-load truck, backdrops, skids, everything so we can sell off the floor."



CRITICAL PREHEATING FROM EBERSPAECHER

Don't let winter conditions keep you off the road. Trust Eberspaecher heaters to keep you warm and keep your engine running smoothly. Eberspaecher's "New" Hydronic S3E coolant heater offers engine and cab preheating, ideal for your fleet of work trucks.

- 5kW | 17,500 BTu/hr output
- reliable warm engine starts
- engine off, instant heat & defrost
- preheat of critical fluids
- lower fuel costs, lower emissions
- increased productivity

www.eberspaecher-na.com
800-387-4800



A WORLD OF COMFORT

 Eberspächer

Scenes of ConExpo 2017

The triennial ConExpo-Con/Agg heavy equipment trade in Las Vegas this March drew nearly 128,000 people.

Many of those attendees — hundreds if not thousands of them — work in service truck-related industries. Many others at the show tended the dozens of booths of service body manufacturers and makers of service truck accessories.

On this page are a few of the people *Service Truck Magazine* encountered at this year's ConExpo, which took place March 7-11 at the Las Vegas Convention Center.



Neil Koenig of Liftmoore Inc. watches as Rodrigo Carrasco (right), of Vertitek from Santiago, Chile, controls a crane at Liftmoore's ConExpo 2017 booth in the Gold hall.

Colin Proctor of SKF USA promotes the company's Alemite and Lincoln brands of hose reels at the SKF booth.



Mike Heffron (left) and Jeff Harrison of Auto Crane share a laugh at the company's ConExpo booth.

Sam Enochian (left) and Dustin Ferris, both of El Cajon, Calif., check out a Caseco service truck decorated in John Deere colors at ConExpo 2017. Caseco was acquired by Reading Truck Bodies LLC about two months before this year's show.



Annual Work Truck Show boasts near-record crowd

Indianapolis event occupies all the space in convention center

STORY AND PHOTOS
BY KEITH NORBURY

Despite happening the week after the mother of all U.S. trade shows — the triennial ConExpo/Con-Agg in Las Vegas — the 2017 version of the Work Truck Show this March came close to matching its attendance record.

The Work Truck Show, held March 14-17 at the Indiana Convention Center in Indianapolis — drew 11,799 industry professionals from all 50 U.S. states, Puerto Rico, and 22 countries, said a post-show news release from the National Truck Equipment Association, which organizes the annual exhibition.

“There was a lot of energy in the building,” the release quoted Steve Carey, NTEA executive director. “Attendees were excited to check out the latest trucks, equipment and technology on the exhibit floor, to test new vehicles during the ride-and-drive and to take advantage of more than 60 learning opportunities throughout the week.”

Attendance was just shy of the record 11,905 in 2016 but more than the 11,005 attendees in 2015. Announced attendance was 10,160 in 2014, when a scheduling snafu resulted in the Work Truck Show and ConExpo occurring on the same week.

For 2017, the show occupied all the available space in the convention center. That made it the biggest event in NTEA history. The show also had a record 26 press conferences and featured the launch of 150 products, the NTEA news release noted.

Great to see the displays

Joe Boone, an inside sales rep with Hannay Reels, told *Service Truck Magazine* that he was excited to take part in his first Work Truck Show.

“It’s great to walk the aisles and see our product displayed on some of these prominent manufacturers here, some of these truck manufacturers — Maintainer, Knapheide, Auto Truck,” said Boone, who joined Hannay about two years ago. “It’s just great. It’s a great feeling knowing that we provide such a quality product that accompanies these companies.”

Unlike attendees who came to Indianapolis from ConExpo in Las Vegas, where the temperature was in the 80s, Boone wasn’t bothered by the sub-freezing weather in Indianapolis.

He came from Westerlo, near the New York state capital of Albany.

“We got 36 inches of snow on Tuesday,” Boone said. “This is quite nice although getting home tomorrow will prove to be a little bit challenging.”

Robert Hamilton, sales advisor with Carr Pattern Co. Inc., an automotive accessories manufacturer based in Temecula, Calif., was also attending his first Work Truck Show.

“It’s been great,” Hamilton said. “We’ve had a lot of good turnout, a lot of interest in some of our new products.”

Those products include retractable steps that can be mounted onto a work truck, such as at the back or side of a service body.

“It doubles not only as a step but also as a ladder system because with these rungs in here, you can grab on, pull yourself up — very good for getting on the higher vehicles,” Hamilton said as he stood on a set of steps to demonstrate.

At the booth of Coxreels, another first-timer at the show, Jared Decker, said, “I didn’t really know what to expect but I’ve certainly been impressed by the multitude of things going on here.”

A regional manager for Surplus, Dunn & Co. Inc., an independent Coxreels dealer, Decker reported “a fair amount of traffic” at the booth.

“It’s a great place to come and find leads and things like that,” Decker said. “So yeah, we’ve had a great show.”

College class has field day

Kevin Anderson, who is studying to become a diesel mechanic at Lincoln College of Technology in Indianapolis, didn’t even know the Work Truck Show existed until his instructor told the class about it.

“He told everybody that we were coming on a field trip and we came here today,” Anderson said after stopping by a press conference at the booth of VMAC, which manufactures vehicle-mounted air compressors. “I’m really loving it.”

He described the show as “amazing” and was impressed with the array of trucks on display.

“At first, I was trying to go around and see what I’m working on in school, trying to get a taste of it,” Anderson said. “And then I figured there’s more than what I’m doing. There’s everything else. It’s 2017 and everything’s new in technology and you’ve got to get up to date.”

Also at the VMAC booth, the company’s marketing manager, Mike Pettigrew, said the show traffic was solid and steady.

“It’s one of my favorite shows to come to because we get to see folks that I only get to see once a year and talk to at this show,” Pettigrew said.

While attendance compared favorably with previous years, he did speculate that its proximity this year to the triennial ConExpo did have had an impact.

“If they’re going to choose one or the other they would probably choose Las Vegas in March versus Indianapolis,” Pettigrew said.

Having to staff two large shows a week apart did create logistical challenges, he said.

“It was better than three years ago when the shows were going on at the same time,” said Pettigrew, whose company is based in Nanaimo, B.C.

VMAC still had to split into two crews for the two shows, though. “And some people are networking for two weeks straight at trade shows,” Pettigrew said. “It’s pretty exhausting.”



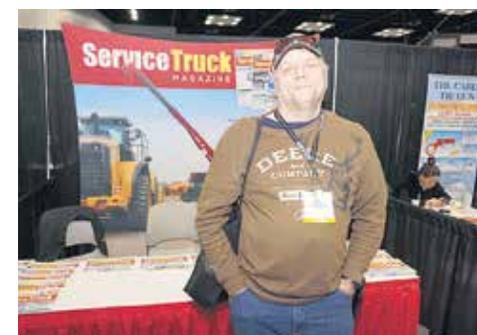
Joe Boone staffs the Hannay Reels stand at the 2017 Work Truck Show in Indianapolis.



Robert Hamilton steps up at the Carr Pattern Co. Inc. booth.



Kevin Anderson (right), who is taking a diesel mechanic’s program at Lincoln College of Technology in Indianapolis, talks with Chris Lamb at the VMAC booth.



Kirk Scheid drops by the Service Truck Magazine booth.

POWERFULLY LIGHT

Aluminum truck bodies
Hydraulic Telescopic and Articulating Cranes

JOMAC

ALUMINUM TRUCK BODIES AND CRANES

Only articulating
crane still
manufactured
in the US

www.jomac ltd.com

Phone: 1-800-755-4488 | 182 Scio Road Carrollton, Ohio 44615

continued on page 24

**THE
WORK
TRUCK
SHOW**

SHOW WRAP

continued from page 23

3D scanner draws a crowd

Bradley Briggs of AG Body Inc. said the show was great and well attended.

"We had many people yesterday and it seems like it's going to keep up today as well," Briggs said on the second to last day of the show.

The Salt Lake City-based company, which makes tool drawers that can be bolted onto trucks and vans, doled out candies, Skittles, and gummy bears at its 10-foot by 10-foot booth.

Ross Williamson, general manager of Pride Bodies, said the Work Truck Show was pretty steady but "not as busy as last year."

"I think the weather needs to warm up a bit," added Williamson, whose Ontario-based company was purchased last year by Wabtec Corporation, a Pennsylvania-based manufacturer of railway equipment.

A three-dimensional scanner drew traffic to Auto Truck's booth, noted Jose Angel,

"It's one of my favorite shows to come to because we get to see folks that I only get to see once a year and talk to at this show."

— Mike Pettigrew,
marketing manager, VMAC



Larry Pickard of Bezares USA promotes the Spanish manufacturer's Bull 3500 winch, new to the North American market, at the Bezares booth.

a mechanical engineer with the company.

"We've gotten people over here and asking us how we're using it," said Angel, who demonstrated the scanner on a 40 percent scale model of a truck console.

Attending the Work Truck Show for the first time, Angel said it was "very interesting to see what our competitors are doing, also the suppliers that are here, (and) just getting new ideas for how we can do certain things."

Checking out the bodies

Kirk Scheid, whose trucking and excavating business has a service truck with a Knapheide body on a 2004 GMC chassis, came to the Work Truck Show to check out the bodies.

"It's not too bad," said Scheid, who is based in Monroeville, Ohio. "First time I've ever been here."

He usually goes to the Mid-America



Bradley Briggs of A-G Body Inc., based in Salt Lake City, promotes the company's tool chests and drawers at its 2017 NTEA Work Truck Show booth.

Truck Show, which was the following week in Louisville, Ky.

"That's got more over the road stuff, bigger trucks," Scheid said. "This here is more of the construction industry. So we thought let's come up to it."

Did it meet his expectations? "Yep. Everything is here that I thought would be here," Scheid said.

At the Palfinger booth, Brian Heffron said it was a good show despite the proximity to ConExpo.

"I think putting ConExpo and NTEA back-to-back may have suffered attendance a little bit. But it's been very good and we



Jose Angel, a mechanical engineer with Auto Truck Group, demonstrates a 3D scanner at the company's booth.

have a very large booth so sometimes it feels like it's empty when it's not," said Heffron, who is national sales manager for Omaha Standard Palfinger.

Larry Pickard of Bezares USA, who also attended ConExpo, said there was a good turnout at the company's Work Truck Show booth.

"Time's gone by very fast," said Pickard, whose company is the U.S. subsidiary of a Spanish manufacturer of such equipment as gear boxes, power takeoffs, pumps, valves, and winches. "It's been busy."

As he spoke on the Friday afternoon, there was a bit of a lull, though. That was attributed to many potential attendees skipping the show to celebrate St. Patrick's Day or to watch a "March Madness" college basketball game.

"People have kind of called it a day," Pickard said. "It's been a good show though."



The only air compressor specifically engineered for commercial vans!



VMAC

WWW.VMACAIR.COM/VANS

1.888.346.9292

Workin' the Work Truck Show

Despite happening the week after the much-larger triennial ConExpo-Con/Agg trade show in Las Vegas, the annual Work Truck Show attracted a near-record crowd of 11,799 to Indianapolis.

The following images capture some of the action from the show, which took place at the Indiana Convention Center in mid March.



Left: Mike Hanratty of Microvast Power Solutions promotes the Texas-based company's ultra-fast charging technology.



Left: Scott Marshall (left) and Jere Dean of Newton, Kansas-based Full Vision Inc. tend one of the more colorful booths at the 2017 NTEA Work Truck Show.



Forklift operator helps ready the show floor the day before the exhibition halls open for the 2017 NTEA Work Truck Show in Indianapolis this March.



Michael Casey and his son Everett, who turns 5 in May, check out a service body at the Maintainer Corporation of Iowa booth.



Above: Darren Cowan and Darrell Martin tend the CTech Manufacturing booth.



Hiab USA Inc. displays a service truck at its booth.



Kristin Simpson, who does communications for the NTEA, prepares to lower the checkered flag to commence a press presentation by Jeff King about Chelsea products, including PTOs, at the Parker Hannifin booth.



Doug Hawes promotes Eaton's lines of electronic and electromechanical switches.



Joe Medeiros, Grant Morgan, and David Dick staff the Wilcox Bodies Ltd. stand.



Duane Martin of Direct Drive Plus meets with Andy Hanson of Barko Hydraulics LLC at the DirectDrive Plus booth.

WHY RISK YOUR FIRST-CLASS IMAGE WITH SECOND-RATE EQUIPMENT?

You've worked too hard earning your customers' trust to have unpredictable equipment performance trip you up. Nobody understands that like H&H.

Our custom truck bodies are designed with field work in mind. We build them one at a time from the most rugged, high-quality materials and components available. No corners cut, no details overlooked.

As a result, an H&H truck body won't let you down on the job. You get efficient, affordable, dependable performance, year after year, so your customers get the prompt, effective service they expect — every time.



H&H SALES COMPANY, INC.

CUSTOM TRUCK BODIES AND MANUFACTURING
16339 Lima Rd., P.O. Box 686 • Huntertown, IN 46748-0686
Phone: 260-637-3177 • 800-551-9341 • FAX: 260-637-6880
E-mail: hhequip@frontier.com • Web: www.hhsalescompany.com



Maintainer

Crafting a Legacy of Premium Truck Bodies

CAREER OPPORTUNITY: BUSINESS DEVELOPMENT MANAGER

This job focuses on strategic growth in market share to achieve new business opportunities for all of Maintainer's truck body product lines. The position will work closely with Maintainer's existing customer base, sales managers, and marketing functions.

The right candidate must possess strong analytical, interpersonal, and written communication skills, as well as ten or more years experience in a manufacturing environment, preferably in a related industry. A minimum of five years experience in a business development role within the truck/trailer body industry is also preferred.

**MAIL YOUR RESUME
OR APPLY ONLINE**

YOUR PERFECT JOB IS AWAITING YOU!

SCAN & APPLY:



1701 2ND AVE.
SHELDON, IA 51201 | www.maintainerjobs.com

EOE. Pre-employment physical and drug screen required

PRODUCT SPOTLIGHT

Prototype crane leads to a different model

At the 2016 Work Truck Show, Venco Venturo Industries LLC presented a prototype articulating crane for European-style vans like the Ford Transit.

The idea was to get some feedback on the model, said Venco Venturo president Brett Collins.

Some of the feedback he received was "that's a really interesting concept; can we apply it to the enclosed service vans like the Knapheide KUV, or the Reading CSV, or the Royal RSV?"

The result was that he returned to the Work Truck Show this March in Indianapolis with a production model of a manual telescopic-boom crane, dubbed the ESV1000, for those enclosed vans.

"It's a great example of how product development is an ongoing activity," Collins said during an interview at the show. "You develop one thing, you get feedback, you tweak it, you develop another product. You might end up with something you weren't really anticipating because of the feedback you got on your original design."

What he discovered was that "people were looking for a rigid heavy duty industri-



Brett Collins, president of Venco Venturo LLC, shows how the company's new ESV1000 crane fits inside an enclosed service body van.

al crane for a small enclosed service van that was easy to install, that was sized to fit the application, and didn't require structural reinforcement of the van."

So the company, which is based in Cincinnati, Ohio, secured a Knapheide KUV and figured out how to mount the crane's winch so that it wouldn't obstruct the boom as it folded up against the door.

The ESV1000 has a 1,000-pound capacity with a telescopic boom that adjusts to several positions to accommodate various heights and widths of doors.

"It can be changed or it can be left the same for your particular application," Collins said. "We hadn't even thought of some applications, like pickup truck or service body, but we had a couple of people come in today and say, 'Hey, this would work perfect in a service body.' I guess it would — we've got other cranes for that type of application. But, hey, it's the customers and the upfitters that really make those judgment calls on the best application for this."



CALENDAR OF EVENTS

MAY

May 1-4, 2017
Alternative Clean Technology Expo
Long Beach Convention Center,
Long Beach, Calif.
"The largest clean fleet event."
<http://www.actexpo.com>

May 1-4, 2017
Offshore Technology Conference
NRG Park, Houston, Texas
"OTC is the largest event in the world for the oil and gas industry featuring more than 2,400 exhibitors, and attendees representing 120 countries."
<http://2017.otcnet.org/>

May 8-11, 2017
XPonential 2017
Association for Unmanned Vehicle Systems International
Kay Bailey Hutchinson Dallas Convention Center, Dallas, Texas
"The largest global community of leaders in drones, intelligent robotics and unmanned systems will come together to shape the future of our industry."
<http://www.auvsi.org/events/>

May 8-11, 2017
Web Sling & Tie Down Association Annual Meeting
Hyatt Regency Lake Tahoe Resort, Spa & Casino, Incline Village, Nevada
"These meetings provide information and discussion on the issues important to the web sling and tie down industry."
<http://www.wstda.com/meetings/>



The AWEA WindPower Conference & Exhibition comes to the Anaheim Convention Center in late May.

May 8-11, 2017
Interwire Trade Exposition
Georgia World Congress Center,
Atlanta, Ga.
"When industry professionals look for new wire and cable technology, supplies, and equipment they choose Interwire, the benchmark for wire business in the Americas."
<http://www.wirenet.org/events/20-wai-article/153-interwire>

May 22-25, 2017
AWEA WindPower Conference & Exhibition
Anaheim Convention Center, Anaheim, Calif.
"All sectors of the wind energy industry come together at WindPower in the thousands ... and it's growing."
<http://www.windpowerexpo.org/>

May 26-27, 2017
Canada North Resources Expo
CN Centre, South Prince George, B.C.

"A showcase of the resources sectors' leading companies and products, this massive event covers four acres of indoor and outdoor space with tons of big iron."
<http://www.cnre.ca>

JUNE

June 6-7, 2017
NTEA Market Research Seminars
Embassy Suites Hotel O-Hare-Rosemont,
Rosemont, Ill.
Steve Latin-Kasper, NTEA director of market data and research, presents sessions on market fundamentals and forecasting, with a limit of 12 registrants per session.
<http://www.ntea.com/marketresearchseminars>

June 7, 2017
Independent Equipment Dealers Association Meet & Greet/Round Table Session
Holiday Inn Nashville, Nashville, Tenn.
<http://iedagroup.com/june-meet-greet/>

June 7, 2017
Material Handling Huddle Midwest
Holiday Inn Rolling Meadows, Chicago, Ill.
"The event's small format allows you to mix with industry leaders and get answers to your business specific industry questions."
<http://www.mhhuddle.com>

June 7-10, 2017
Crane Rental Association of Canada Annual Conference
The Algonquin Resort, St. Andrews, N.B.

"The CRAC Conference is a unique annual event giving the opportunity to meet with the leaders of the Canadian crane industry."
<http://www.crac-canada.com>

June 7-11, 2017
Mississippi Trucking Association Annual Conference
Sandestin Beach Hilton, Destin, Fla.
<http://www.mstrucking.org/>

June 8-11, 2017
South Carolina Trucking Association Annual Conference
Myrtle Beach, S.C.
<http://www.sctrucking.org/>

June 9-10, 2017
Atlantic Truck Show
Moncton Coliseum, Moncton, N.B.
"Industry leading dealers and manufacturers will have gleaming displays of big rigs."
<http://www.atlantictruckshow.com>

June 12-15, 2017
Government Fleet Expo & Conference
Henry B. Gonzalez Convention Center,
San Antonio, Texas
"Government Fleet Expo & Conference provides actionable solutions to the toughest challenges public fleets face."
<http://www.governmentfleetexpo.com>

June 18-21, 2017
Georgia Motor Trucking Association Annual Conference
Marriot Plametto Dunes,
Hitlton Head Island, S.C.
http://gmta.site-ym.com/events/event_list.asp

COME OUT AND PLAY!



ICUEE 2017 | Louisville, Kentucky | October 3-5

There's only one place you can play with all the new toys in the construction and utility industry before you buy them — ICUEE, North America's Premier Utility Demo Expo. Come get your hands dirty on our 2-mile outdoor test track. Or while exploring 25 acres of exhibits. And learn about the newest technology at our indoor demo stage. Every other year we gather over 950 of the leading manufacturers. So you can come play in our sandbox.

Pre-register now at ICUEE.com and receive the latest show alerts and early bird specials.



REVOLUTIONARY ROAD SERVICE BODY



CUSTOM BUILT | ENDLESS OPTIONS



4-in-1 Power Unit



Fuel Delivery System



Customized Storage



Custom Drawers



Premium Lighting



RSB

Kevin McCormick

Zip's Service Body Specialist

"It's my goal to get you the best piece of equipment that fits your needs, while also delivering world class service, workmanship and support."

~ Kevin

Cell: 612.269.0871

Work: 800.222.6047 Ext. 245

Email: kevin@zips.com

New Hampton, IA | Detroit, MI