

SPEC MY TRUCK

Check out Bill Herigstad's rig, page 16

INSIDE

- Get ready for new diesel oils 18
- Engine maker executive doubts emissions rollback 20
- Consistency counts - Minimizing variations in the service fleet 22



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 5

SEPTEMBER/OCTOBER 2017 \$8.00

ICUEE PREVIEW

Walking tour of Demo Expo examines fleet management

Consultant will lead "field classrooms" on Oct. 4 at Kentucky Exposition Center

SAUL CERNOS

ICUEE photo

When your truck speaks to you, Dan Samford hopes you're listening.

The trucking and fleet management consultant is scheduled to lead a walking tour of the trade floor at the International Construction and Utility Equipment Exposition in Louisville, Ky. this October.

Samford, the principal behind Peak Performance Asset Services of St. Joseph, Mo., doesn't plan to promote any of the wares on display. Rather, he wants to use the trade floor as a field classroom to educate his audience about managing, maintaining and getting the most from their fleets.

"We'll be looking at the whole cradle-to-grave — understanding crucial steps and resources in asset procurement, recognizing opportunities when you're purchasing, and also



Attendees wait for the opening of the 2015 International Construction and Utility Equipment Exposition, also known as the Demo Expo, at the Kentucky Exposition Center in Louisville.

continued on page 10

MANAGEMENT

Beware of the details when spec'ing trucks

Get as many people as possible in the organization involved, says fleet procurement specialist

ERIN GOLDEN

No matter the size of your fleet or the range of your operations, getting things right when it comes to spec'ing your trucks can be key to your company's success.

Writing specifications that are unclear or missing important details can mean delays from manufacturers and vendors and unnecessary headaches for your employees and your customers.

Steve Weiser, a longtime fleet manager and procurement specialist who now oversees a utility fleet of 5,000 assets for Commonwealth Edison Company, better known as ComEd, says the best approaches to spec'ing trucks involve people across the spectrum at any business — not just the fleet manager or someone focused on procurement. For mobile mechanic operations, he said, that means getting input from the people who depend on the truck every day.

continued on page 25

PEOPLE

Hiring Generation Z

How to attract millennials to opportunities in the work truck industries

Photo by shironosov/iStockphoto

SAUL CERNOS

Want to attract a new generation of service truck mechanics?

Visit high school and post-secondary classrooms. Attend career day events. Offer apprenticeships. Be gender neutral when hiring. Promote safety. And, bring in the military!



Young mechanics face challenges.

Service Truck Magazine caught up with industry insiders who participated in a session on industry recruitment at the Work Truck Show, held in March in Indianapolis. We asked for advice on tapping the latest crop of millennials, tagged as Generation Z, who are close to finishing school and entering the workforce.

Tom Johnson, a consultant and author of *100 Best Fleets in the Americas*, has his eye on fleets across the continent and said times are tough for young people coming of age these days.

"The student loan debt in the U.S. is \$4.3 billion, which works out to \$37,000 per student and prevents them from owning a home and starting a family," Johnson said, striking a note of sympathy but also suggesting opportunity for fleet owners and managers.

Five million job openings

"There are five million jobs in America right now that are open for people who have technical skills without a college degree," Johnson said. "We want those people applying for these jobs."

A major barrier, Johnson says, is the relative lack of direction

continued on page 7

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

WHEN YOU THINK
INNOVATION
ONE BRAND
STANDS OUT



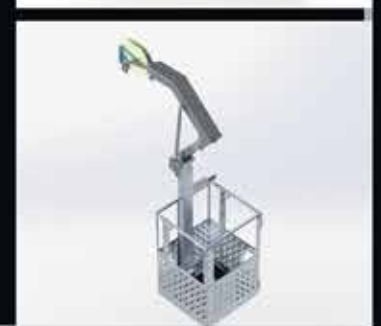
NexStar™ III
Crane Management System



NOW INTRODUCING THE NEXT
NEW INNOVATION
from AUTO CRANE

AUTO CRANE'S MAN-BASKET

- Most portable basket available
- Lightning fast deployment
- Lighter than ALL the competition
- Rust-proof construction
- Patents pending



Visit us in Louisville at the
ICUEE 2017 Show Oct. 3-5
BOOTH # N1014



www.autocrane.com

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: Oct. 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: Oct. 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

ICUEE.....	9
Auto Crane.....	2
Boss Industries, Inc.....	15
Cox Reels	12
CTech Manufacturing.....	14
Curry Supply Co.	18
Espar Products, Inc.	25
EZ STAK	13
Fabco Power	19
H&H Sales Company, Inc.	22
Hannay Reels, Inc.	5
Jomac Ltd.....	19
Omaha Standard PALFINGER	8
Opdyke Inc.	12
Oro Design & Manufacturing.....	20
Reelcraft Industries Inc.	15
Sage Oil Vac	23
Service Trucks International	5
Southwest Products Inc	26
Summit Truck Bodies.....	27/32
Taylor Pump & Lift	4
Vanair Manufacturing, Inc.	7
Venco Venturo Industries LLC.....	21
VMAC	11
Western Truck Body.....	20
Wilcox Bodies Ltd.	31

NEWS

Truck product conference
relocates to another venue

The 2017 Truck Product Conference of the NTEA is taking place at a new location this year. The conference is scheduled for Sept. 26-28 at the Sheraton Detroit Novi Hotel. The hotel is in Novi, Mich., about 30 minutes from Detroit Metro Airport. Discounts are available for those who register in advance by Sept. 8, according to a posting on the NTEA website. Chassis manufacturers with programs and display at the conference include the following: International, General Motors, Hino, Freightliner, Ram, Isuzu, Mitsubishi Fuso, and Ford. In addition to those presentations, the conference will feature market analytics sessions by IHS Markit on statistics and lead generation, as well as sessions by VRSim on its trademarked virtual reality training products, SimSpray and SimBuild. The 2016 truck product conference was cancelled the day it was to begin because of a power outage at the Edward Village Hotel in Deaborn, Mich. However, the NTEA — the Association for the Work Truck Industry — later posted a virtual series of presentations on its website. A notice on the site's truck product page now warns that "NTEA may cancel or truncate all events if it determines it



Participant checks out a Hino chassis at 2015 Truck Product Conference.

is not practical for an event to occur or continue. Attendee agrees its sole remedy for a canceled or shortened event is the return of all or a prorated portion, as applicable, of its registration fee." More information about the 2017 conference is available online at www.ntea.com/truckproductconference.

Work Truck Show returns
to Indy for next two years

The Work Truck Show is returning to Indianapolis in 2019 as well as 2018. The NTEA — the Association for the Work Truck Industry — announced in August that the 2019 version of the annual event will take place March 5-8. The association, which organizes the show, had earlier announced the 2018 show would happen March 6-9. As has been the case since 2011, the 2018 and 2019 versions of the Work Truck Show will take place at the Indiana Convention Center. The center has an exhibit floor covering over 500,000 square feet. Registration for the 2018 show will open this fall, according to a news release from the NTEA. Exhibitors that have already reserved booths at the 2018 show include dozens

of service body manufacturers as well as makers of service truck accessories. Among those exhibitors are such familiar brand names as Knapheide, Reading, Auto Crane, Chelsea, Palfinger, Vanair, Boss, VMAC, Venco Venturo, Maintainer, Stellar, Wilcox, and Iowa Mold Tooling. Meanwhile, the NTEA has issued an exhibitor awareness alert on the Work Truck Show website warning of solicitations from companies implying affiliations with the show or the NTEA when no such affiliations exist. Examples of these include firms offering to book hotel rooms or sell lists of Work Truck Show attendees for use in marketing campaigns. More information about the show, including exhibitor awareness, is available online at www.worktruckshow.com.



Carolyn and Chuck Eytchison, who have a trucking company in Markleville, Ind., take a break on the back of a Pride service body to find their bearings during the 2017 NTEA Work Truck Show in Indianapolis this March.

File photo by Keith Norbury

COOL TOOL

Cheap, cheesy
hydraulic jack

Sometimes you don't need to move the Earth; you just need to tweak a component into place. A \$15, five-ton hydraulic jack with as little as six inches of lift is enough to move a transmission or pump an extra half inch for a perfect fit. You may only use it once a year, but for \$15, maybe \$20, why not have the opportunity loaded in your service truck?

— Dan Anderson

A small jack can provide just enough lift to get a job done.
Photo by Dan Anderson



MECHANIC'S MUSINGS

DAN ANDERSON

Technology makes mechanic stupid

Long story short, I wrestled for more than a day trying to get an electronic control system on a machine to work. At one point I was on the verge of installing a \$1,000 electronic controller that seemed to be the source of the problem.

Fortunately, I had access to a tech support line, and a tech support guy intercepted me before I jumped over that pricey precipice. He asked if I had checked-marked a specific item on a calibrations page on an in-cab display screen. I hadn't. Simply putting a check mark in a box on that page fixed the problem.

It was yet again a reminder that computers don't "think." They do exactly what people tell them to do, and if Dan forgets to tell the computer a specific bit of information, it's not the computer's fault. This applies to engine control systems (ECUs), transmission controllers, GPS guidance systems (especially GPS guidance systems) and anything else on heavy equipment that is computer-controlled.

It's easy to panic and assume a problem is caused by the most expensive component. In this case, the problem was caused by the most *stupid* component: Me.

I used to have one rule of thumb when diagnosing computer problems — when in doubt, reboot. Rebooting fixes a lot of computer issues. Now I've added a second rule of thumb: make sure all the boxes that need to be check-marked are check-marked.

Having a calm and patient tech support guy doesn't hurt, either.



Computers do just what people tell them to — to a fault.
Image by Jane_Kelly/iStockphoto.com



NEWS

Conference includes Detroit Diesel tour

File photo

Registration is now open for the annual conference of the Canadian Transportation Equipment Association.

The CTEA's 54th annual Manufacturers' Conference takes place Oct. 23-25 at Caesars Windsor in Windsor, Ont., across the river from Detroit.

In fact a highlight of the conference will be a cross-border bus trip to tour the Detroit Diesel plant in Redford, Mich.

Jeremy Harrower, the CTEA's manager of technical programs, said that Don Moore, the association's director of government and industry relations, used his prior work connections with Western Star and Freightliner to arrange the tour. The buses, which will depart from Caesars Windsor, are expected to cross the historic Ambassador Bridge en route to the factory tour.

Presenters at the conference include economist Michael Burt of the Conference Board of Canada, who will discuss "The Carbon Economy and the New Reality," and motivational speaker Dr. Kimberley Amirault-Ryan, who will talk about "The Winner's Trait/Excellence."

Harrower also expects that Burt will touch on potential changes to the North American Free Trade Agreement.

The CTEA is expecting 200 attendees at the conference. With the event's proximity to Detroit, the association is anticipating more participation from its U.S.-based membership.

"People flying into Detroit can drive across to Windsor," Harrower said. "People that are in the Michigan/Ohio area can drive."



Michael Burt of the Conference Board of Canada will be among the presenters at the annual CTEA conference in October.

Other highlights of the schedule, as posted on the CTEA website, are a trailer forum, an OEM future truck panel, new products presentations, and a table-top trade show on the opening evening.

The conference closes with a reception and gala on the final evening.

The occasion "promises to be yet another fantastic opportunity for trailer and vocational truck manufacturers, their dealers, suppliers and service providers to gather and network," says a posting on the CTEA website.

The association has secured a special room rate of \$145 at Caesars Windsor, which is Canada's largest casino resort. Conference attendees wishing to book rooms at that rate must do so by Oct. 3.

More information on booking those room and the conference itself can be found on the CTEA website, <https://ctea.site-ym.com>, by clicking on the "Coming Events" tab.



Custom and Standard Lube Trucks and Skids available



Come Visit Us
Booth N2012



Backed up with a
leading 5-year
warranty!



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



TAYLOR PUMP & LIFT

704.786.9400 f: 704.784.2442
4325 Motorsports Drive Concord, NC 28027

TAYLORPUMPANDLIFT.com
Visit our website for other applications!



The inaugural North American Commercial Vehicle Show takes place at the Georgia World Congress Center in Atlanta.

New show set for Atlanta

Almost 400 suppliers will exhibit at the inaugural North American Commercial Vehicle Show in Atlanta in late September, says an article on the show's website.

Among the recent additions to the exhibitors are Kenworth and Peterbilt dealers, a recent news release announced.

The show — which opens to the public Sept. 26 to 28 — takes place at the Georgia World Congress Center.

A joint production of Hannover Fairs USA Inc. and Newcom Media USA, the NACV Show focuses on truck and trailer manufacturers as well as commercial vehicle parts and components suppliers.

"Securing all the leading brands on

the show floor to showcase their latest innovations reinforces our vision for this new and important industry event," the release quoted Hannover Fairs USA president and CEO, Larry Turner.

A subsidiary of Germany's Deutsche Messe, one of the world's largest organizers of industrial technology events, Hannover Fairs USA Inc. also co-owns, with Toronto-based Newcom Business Media, the Truck World show in Toronto.

Media receive a sneak preview of the NACV Show on Sept. 24, while exhibitors and their guests get exclusive access to the event on Sept. 25.

For more information on the NACV Show, visit <http://nacvshow.com>.



NEWS

Forum speaker talks disruption

How to deal with disruption in the heavy equipment industry is the subject of a keynote speech at an industry forum in Chicago this September.

Luke Williams, author of *Disrupt: Think the Unthinkable to Spark Transformation in Your Business*, will deliver the keynote at the forum, taking place Sept. 12-14 at Loews Chicago O'Hare Hotel.

The Association of Equipment Manufacturers and Associated Equipment Distributors co-host the annual event, called AEM/AED Forum: Drivers of the Industry.

Williams is the founder of W.R. Berkley Innovation Labs and a professor of New York University's Stern School of Business, notes a news release from the AEM. His speech will be among a dozen sessions at the forum, which brings together original equipment manufacturers and dealers "to discuss the challenges, threats and opportunities they face and learn how they can position themselves for long-term success in a changing



Luke Williams

marketplace," says a news release from the AEM.

Williams, who speaks at 8:45 a.m. on Sept 13, will offer advice on how to "recognize and leverage disruptive innovations and create new value to stay in business and prosper."

Other sessions will touch on business drivers, "including the economy, political and legislative landscape, building, roads, energy, oil and rental," as well as technological

innovations such as "telematics, machine connectivity, advanced analytics and automation."

The AEM represents manufacturers and suppliers of off-road equipment. Its more than 900 member companies include service truck manufacturers, such as Stellar Industries Inc. and Maintainer Corporation of Iowa Inc., as well as makers of service truck accessories like The Lincoln Electric Company and Reelcraft Industries Inc.

More information about the forum can be found on the AEM website, www.aem.org.



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.

Visit Booth #2810 at the 2017 ICUEE Show for a full display of construction and utility reels. Register to win a portable cable reel from Hannay Reels!



Find your next reel at the new hannay.com or 877-467-3357



Hannay Reels®
The reel leader.

STI Body Line-Up

2042 Crane & Service Body

2252 Crane & Service Body

2460 Crane Body

Lube Body

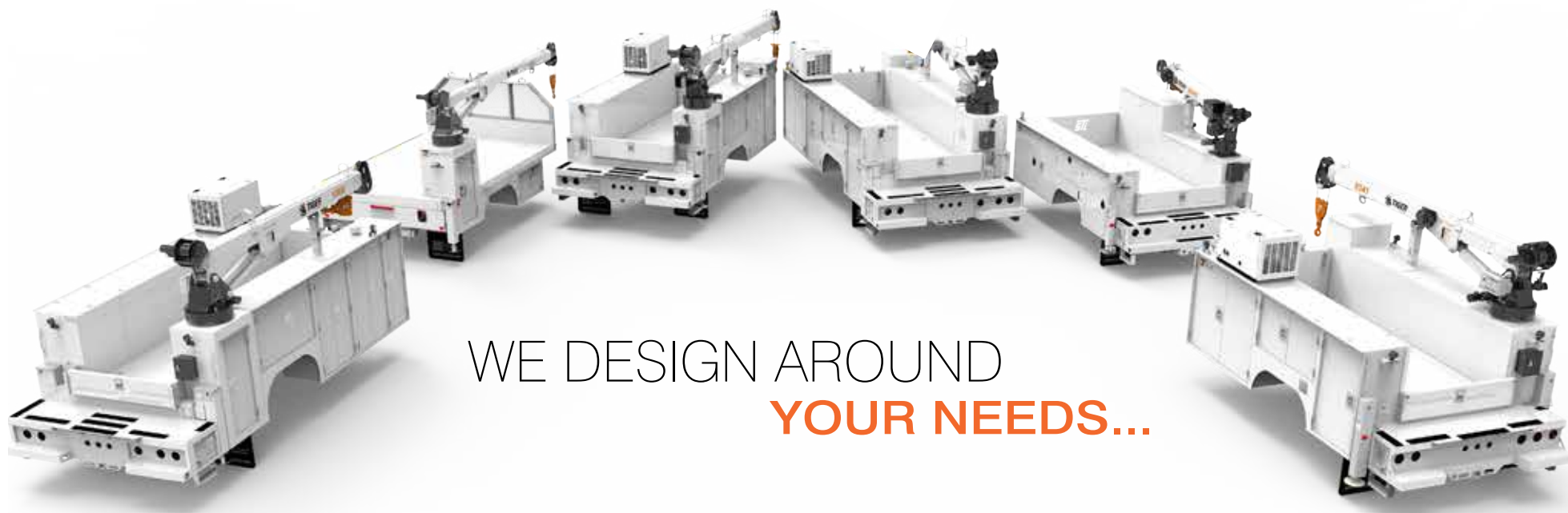
2250 Crane & Service Body

2452 Crane Body

Flatbed Crane Body

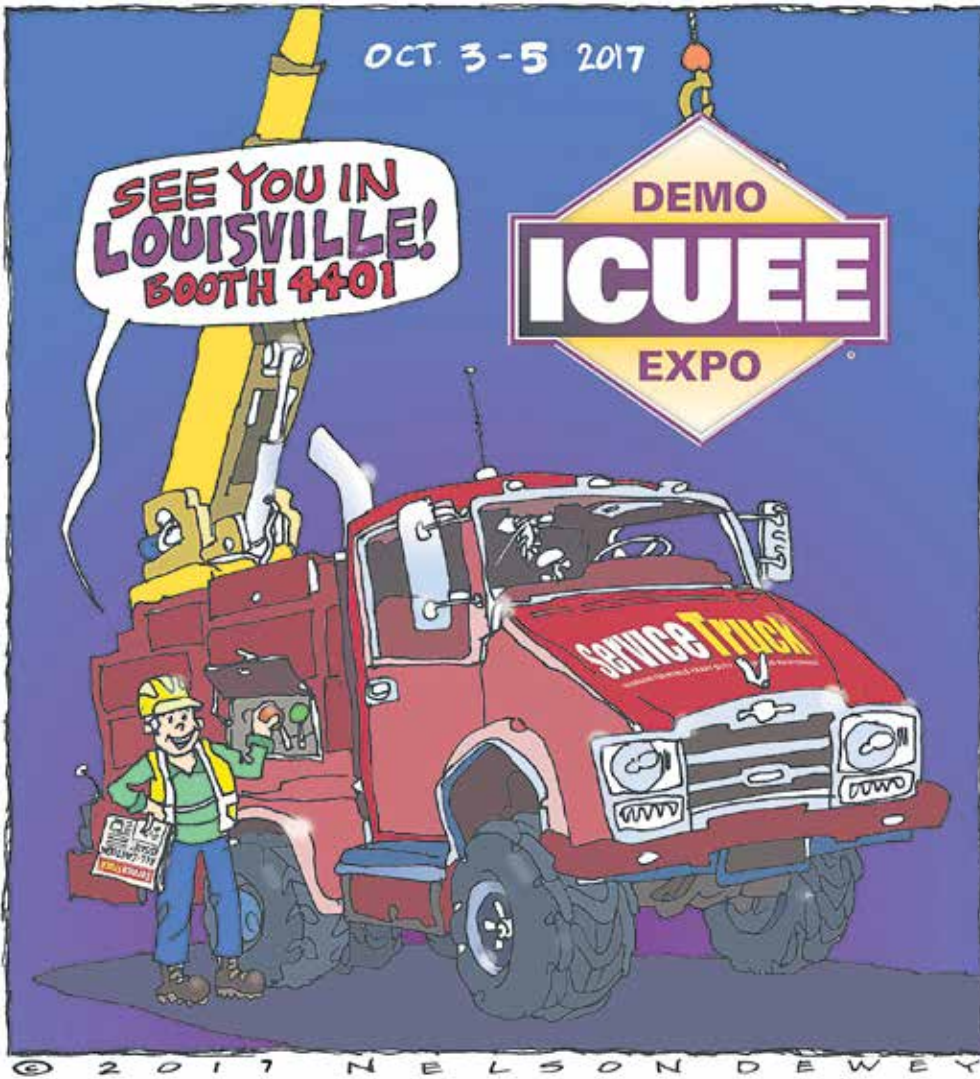
Lube Skids

STI® SERVICE TRUCKS
INTERNATIONAL



WE DESIGN AROUND
YOUR NEEDS...

Full **NEW** and **USED** Inventory... www.servicetrucks.com 800.225.8789



ServiceTruck

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

EDITORIAL

Crane operator certification delay buys time but increases the risks

Service truck crane operators, who use those cranes in construction, have a bit of breathing room now that the federal Occupational Health and Safety Administration is poised to extend the deadline for operator certifications. We agree with the National Commission for the Certification of Crane Operators, a.k.a. NCCCO, that OSHA's one-year deadline extension has a "silver lining." However, we also share the position of Graham Brent, CEO of the NCCCO, in a June 9 letter to OSHA that the agency should "act with all speed" to issue a final rule within the extended deadline period "so that this matter may be resolved once and for all, for the benefit of industry as a whole."

The new deadline is Nov. 10, 2018. The previous deadline of this November was a three-year extension of an earlier deadline. The rule itself has been in place since 2010, although the operator certification provision was originally delayed for four years, said Joel Oliva, the NCCCO's director of operators and program development.

(Oliva also stressed that as this went to press OSHA still had not signed off on the deadline extension. So technically, the new deadline was still in place. However, the NCCCO had every expectation that the extension would occur.)

The new standard, known as 1926.1400, is aimed primarily at large construction cranes. But the rule also captures "service/mechanics trucks with a hoisting device" of 2,000 pounds capacity or more when such a crane is used in construction. An exception is when the crane is "used in activities related to equipment maintenance and repair." That, of course, is the primary use of service truck cranes.

In fact, Oliva said, "the vast majority of service trucks are excluded from the rule."

Nevertheless, the NCCCO launched a special certification for service truck crane operators in the spring of 2013. As of this summer, the NCCCO had certified about 700 such operators. That's "not overwhelming," Oliva admitted. But it represents "some nice growth in the market."

What proportion of service truck crane operators that covers, though, is anybody's guess. Nobody, not even Oliva, has a solid estimate of the total number of service truck crane operators in the U.S., let alone how many are doing construction work.

Interest in certification for all crane types was increasing this year as the deadline approached. "We broke all of our test-

ing records for our crane operator programs across the board," Oliva said.

And the NCCCO has seen "a nice bump" in the service truck segment. But Oliva also suspects that many people would have put off certification, regardless of the deadline, until after OSHA starts issuing citations for non-compliance.

That's not necessarily a matter of procrastination. Many industries using service truck cranes in construction applications might not even be aware that they are included in the new regulations, Oliva said.

"The propane industry is — at the least the association that represents the propane industry is — and they've taken some action in how to address it but I have to think there's many many other users who aren't aware," Oliva said.

The use of service truck cranes in the propane sector highlights the grey areas of the rule. Using a crane to install a propane tank is considered to be construction whereas as an identical lift to swap tanks is regarded as maintenance.

One reason for the new delay was a concern voiced by many industry people, although not all, that OSHA might interpret the rule as enabling certification to trump the qualification requirement of another OSHA regulation.

A second reason was the new rule, as it shook out, stated that certification had to be by both type and capacity of the crane, which was beyond the original intention, Oliva said. That concern applies mostly to the 100- to 2,000-ton cranes used in construction and is "almost irrelevant" to small-capacity service truck cranes, although Oliva noted that they "are creeping up" in capacity.

The deadline extension has nothing to do with the election of a new presidential administration beyond the bureaucratic sluggishness that typically accompanies any change of government, Oliva said.

The bottom line for users of cranes of any size is that they'd like some certainty, such as knowing the deadline, so that they can comply with the law.

The NCCCO "reluctantly" supports the deadline suspension, Brent said in his letter, adding that "every delay means that this nation's workers continue to be exposed to risks that would otherwise have been mitigated."

It's impossible to disagree with that position.



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.

Hiring Generation Z

continued from cover

provided to students who might have technical aptitude. "School counsellors don't promote kids going to technical schools, they promote college," Johnson said.

Still, with salaries reaching six figures for mechanics who have gained experience, some high school guidance counsellors are seeing the light and steering graduates to technical schools and apprenticeships.

"The beauty of apprenticeships is the city, county, state or company pays for them," Johnson said. "Caterpillar runs its own tech school. They bring kids right out of high school and train them to be Caterpillar techs. They get a free education, they get paid while they're going to school, and then when they get out they start at maybe six figures. It's an incredible business model if we could get the word out."

Find prospects online

One way to reach prospects, especially young people who have never known a world without the Internet, is through social media. "That's where they spend all their time," said Johnson. "Facebook, Twitter and WhatsApp — everything they do, be all over it."

When a prospect responds, Johnson recommends inviting them to an open house to meet your technicians.

"When the driver realized I was going to be the technician working on his truck, he actually refused. I'd written up his work order and I think he'd assumed I was just the service writer."

— Dara Pido, technical support manager, Cummins Sales and Service

Photo courtesy of Robert Gordon, DeKalb County, Ga.



This service body on an Isuzu chassis is part of the fleet of DeKalb County, Ga.

"Let them see how clean and safe it is, that they're using computers for their diagnostics, and that it's a great way to make a living."

Dara Pido, technical support manager for the Gulf Region with Cummins Sales and Service, said fleet owners need to hire more women.

Pido, who's spent a quarter century under the hood, recalled the time she was the lone Cummins-certified technician in the Montgomery, Ala., area when a diesel truck and 53-foot trailer were towed in. "When the driver realized I was going to be the technician working on his truck, he actually refused. I'd written up his work order and I think he'd assumed I was just the service writer."

When Pido told the driver the next-closest Cummins-certified shop was 90 miles away, the driver actually had his rig rerouted there. "The irony is that I already knew what the problem was and what parts were needed. It would have taken me an hour and I would have had him back on the road."



"There are five million jobs in America right now that are open for people who have technical skills without a college degree. We want those people applying for these jobs."

— Tom Johnson, author, 100 Best Fleets in the Americas

Asked if women face an uphill battle finding work as field service mechanics, particularly in regions where the climate can be extreme, Pido pointed to female drivers on the reality TV show, *Ice Road Truckers*.

Working with women

"Every now and then I'll get that question, 'What do you think about female truck drivers?' Well, it's an extreme job no matter what circumstances. I've worked on a wood chipper in 100-degree heat and 90 percent humidity and almost collapsed from heat exhaustion. And it could be three o'clock in the morning in downtown Atlanta where I used to work. A million different situations can happen."

Through her travels Pido often meets young women who are newly hired or looking to enter the field, and she lets them know she has their backs and is available as a mentor. "I'm currently working with a young female technician who is just now going into trade school. I've told her to call me any time she needs any kind of assistance."

At the end of the day, Pido believes in providing opportunities to all reasonable candidates regardless of gender.

continued on page 8

Don't Let a Dead Battery Kill Your Workday



When a battery dies, the workday stops cold. 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

Goodall
By VANAIR

We Start Engines™



Visit us at ICUEE 2017 - Booth #L-417



FST3000

[Youtube.com/VanairManufacturing](https://www.youtube.com/VanairManufacturing)

LET'S GET STARTED >> 800.328.7730 goodallmfg.com





Come see us at
booth N2014

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

continued from page 7

"You never know who you're going to hire, but if you give them a chance and let them work for it, you'll earn their utmost respect."

Labels are also on Robert Gordon's mind. The director of fleet management for DeKalb County, Georgia oversees more than 2,800 vehicles — including seven service trucks — and says he doesn't like to categorize people in any manner whatsoever.

Avoid labeling people

"I have a very diverse workforce with people of different races working together, male and female working together," Gordon says. "I absolutely despise labeling people. I don't like to call folks millennials, or between generations or any of those kinds of things. I call them young people because we were all young at one time."

The key, Gordon says, is being able to communicate with any young person. "You have to talk to them and figure out what makes them tick — and all young people don't tick to the same thing."

Not long ago, faced with a shortage of candidates, Gordon ramped up his organization's attendance at career day events and got involved with local tech schools and high schools, joining their curriculum advisory committees to offer them a fleet organization's perspective and meet potential hires.

"If your local high school or tech school has an auto mechanics' class, sit down with the instructor. That's one of the most valuable things you can do to help the industry and help yourself."

Gordon has also found success recruiting young military veterans. "Every military base around the country has career days for people getting out of the military. Contact the base nearest to you and talk to them."

Performing under pressure

Veterans tend to have broader experience compared with high school graduates, Gordon says. "They're more apt to be trained and pick up on things a little quicker, and they absolutely perform under pressure."

Employee retention is equally important. Offer training and increase a mechanic's pay as they gain experience because otherwise they'll go elsewhere, Gordon advised. "You keep someone five or six years and they go and get another \$4 or \$5 an hour — that just happens. Sometimes you can't do much about it but you always have to try."

While Gordon dislikes labels, he does concede young people today want to be heard. "They want their opinions to be listened to. You don't have to agree with them, but you've got to listen to them."

Positive reinforcement is also key. "When they do good you've got to tell them, and when they do bad you've got to tell them," Gordon says.

As Tom Johnson sees it, young people want instant gratification, work that's stimulating, and opportunities for promotion.

"They don't want to be doing the same thing all the time, so cross-train these younger people so they're working on a multiplicity of different types of equipment," Johnson advises. "Many fleet technicians become fleet managers — that's a possible career path."

Safety is also key to attracting and retaining top talent. Dara Pido's advice? Know your employees and what they're capable of, and be conscientious about their surroundings.

"If the temperature's going to be extremely high or low, or if your technician's going out to work on mining or forestry equipment, keep good, constant communication with what's going on," Pido said. "This gives the technician peace of mind. They know somebody's looking after them."

Saul Chernis is a freelance writer based in Toronto.



"I absolutely despise labeling people. I don't like to call folks millennials, or between generations or any of those kinds of things. I call them young people because we were all young at one time."

**— Robert Gordon,
director of fleet management,
DeKalb County, Ga.**



Class 4-8 trucks sales rise in July

Sales of medium- and heavy-duty trucks — classes 4 to 8 — increased in the U.S. this July compared with July 2016, according to WardsAuto.

The year-over-year increase for July was 11.7 per cent to 32,367 units compared with 30,146 in July last year, the report said.

For the year, however, truck sales in those categories were down 5.7 per cent, with 225,445 deliveries.

COME PLAY IN OUR SANDBOX.



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.

REGISTER AT ICUEE.COM TODAY. STILL TIME TO SAVE.



ICUEE PREVIEW

Walking tour *continued from cover*

asset disposal,” Samford said. “We’ll look at how to evaluate services and determine if efforts are worth the gains.”

The plan is to walk attendees step-by-step through the lifecycle process, with a heavy emphasis on new technologies. He’ll conduct two such “field classrooms” on Oct. 4 — from 1 to 2:30 p.m., and from 3 to 4:30 p.m.

ICUEE, also known as the Demo Expo, takes place Oct. 3-5 at the Kentucky Exposition Center.

Tech drives performance

“Technology is the driver in new products, in compliance and in safety,” Samford said. “It’s no longer a luxury we can choose. More and more, it’s becoming a requirement.”

The latest technology star is telematics, where a truck or other asset communicates with its owner or operator using modern-day tools such as the internet and wifi.

“It can help with location and with dispatching,” said Samford, who has managed fleets in excess of 2,800 units and 600

vehicles during his career. “The driver can see his routing better and find his job site easier. He may know he needs to go work on a wheel loader and even have a rough idea where it is. But if the job site is spaced out, say, over five miles he’s able to find out exactly where the machine is located. As opposed to previous days when he would hit the job site, find a foreman, and the foreman would get on the radio, talk to other people and then give the best directions he can.”

Owners, operators and mechanics can also use telematics to look at an asset remotely. Using a laptop or cellphone, they can read applicable manuals and view fault codes and other data to make a diagnosis — all before getting on-site.

A fleet owner or dispatcher can also know where their service truck operators are and optimize their deployment.

“If a mechanic is at a particular job and there’s another problem nearby they could have that mechanic run over and look,” Samford said. “Or maybe the mechanic’s almost back to the shop so it makes more sense to schedule that job for tomorrow.”



“We’ll be looking at the whole cradle-to-grave — understanding crucial steps and resources in asset procurement, recognizing opportunities when you’re purchasing, and also asset disposal. We’ll look at how to evaluate services and determine if efforts are worth the gains.”

**— Dan Samford, principal,
Peak Performance Asset Services**

While the capabilities of telematics seem endless, Samford says fleet managers need to understand the range of products and services out there and what they’re best used for in order to optimize purchasing decisions.

An introduction to the field

Samford said his walking workshop is aimed primarily at people who are relatively new to the field. An expansive trade show floor can seem daunting to the under-initiated, and even veterans need to make careful, informed decisions.

While new, digital communication technologies are clearly the way forward for owners and operators, successful fleet management also depends on conventional tools, many of which are also benefiting from advances in technology.

Take the crane mounted on the back of many service trucks. Samford actually prefers to call these lifting devices, because with so many new safety rules governing cranes he’s acutely aware not everything that lifts is, technically speaking, a crane.

“Cranes denote a new set of rules — the rules and regulations that are normally associated with the cranes — and some lifting devices fall under those rules but others don’t,” Samford said. “It depends on the size, capacity and things of that nature.”

Regardless of the category, technology has had all kinds of impact on these units that industry personnel need to understand.

“There’s things like a load moment indicator, auto-stow for the boom, auto-levelling for the outriggers, decrease of speed when you make a heavy pick,” Samford said.

Information systems can tell operators if a load is heavy enough and if it needs to slow down, or offer details about a boom angle or extension prior to and during a manoeuvre.

Like a rolling shop

“Service trucks are a rolling shop,” Samford said. “Usually that mechanic is out there by himself, maybe with a helper, and that lifting device on the back of his truck is his helper in most cases.”

Lifting devices aren’t the only major tool investment. In fact, Samford said, not all trucks need them. He wants to help attendees gauge what they need and what they don’t.

“Some trucks will need a lifting device, others may not,” Samford said. “Some will need an air compressor or a generator or a welder, and some may need all of these. But there’s no reason to put a welder on the back if your operator or technician can’t weld. It’s about right-sizing the equipment with the technicians’ capabilities.”

Ergonomics are also creating lots of

buzz on show floors. “The steps, the handles, the brake contacts and the grip strut where the operator’s going to put his muddy boots after stepping off a gravel lot or muddy field,” Samford says. “Where before maybe they were on the list but didn’t get quite as much attention, now they have to be at the top of the list because they’re doable corrections for safety.”

Another priority is security. “The technician often has his life’s savings tied up in that service body, and then he’s asked to park at motels and places where security might be a challenge,” Samford says. “You’re seeing different locking devices, including single-key situations where the ignition key for the truck fits all the doors on the service body. That sounds petty, but if a technician has 12 different keys for 12 different boxes on a truck it becomes a nuisance, and many times they simply don’t get locked.”

“Some trucks will need a lifting device, others may not. Some will need an air compressor or a generator or a welder, and some may need all of these. But there’s no reason to put a welder on the back if your operator or technician can’t weld. It’s about right-sizing the equipment with the technicians’ capabilities.”

**— Dan Samford, principal,
Peak Performance Asset Services**

Good mechanic is hard to find

The bottom line, Samford says, is quality technicians are often tough to find. “Once you get them you want to hang onto them, and the company that provides their technicians with the tools they need to safely and securely do their job will have preference over an employer who might not provide the tools employees need.”

Samford says he hopes his session will help people relatively new to the sector see what’s available in the marketplace and figure out how to ask the right questions in order to get proper answers.

“If you’re aware of the technology then, as challenges arise, you’ll at least be able to look at your options,” Samford says. “There are literally hundreds of vendors for telematics and they’re going to be everywhere. People may be overwhelmed at first, but information is powerful for the fleet manager.”

For more information about Peak Performance Asset Services, visit: www.ppasllc.com

For more information about ICUEE, visit: www.icuee.com.

Saul Chernos is a freelance writer based in Toronto.



Donnie Rogers (left) and Ben Henderson of the SJWD Water District of Lyman, S.C., check out the hose cabinet of a Southwest Products fuel and lube truck displayed at the 2015 version of the Demo Expo.

File photo by Keith Norbury



At ICUEE 2015, Steve Tracy (left), southeast sales manager with Maintainer Corporation of Iowa, talks about the features of a Maintainer truck body displayed at the Ford booth with Bill Johnston (center) and George Glenn of the Chatsworth Waterworks Commission.

File photo by Keith Norbury



ICUEE PREVIEW

File photo by Keith Norbury

ICUEE show reaches record size

The biennial International Construction & Utility Equipment Exposition has expanded to a record size of 28 acres, says a recent news release from the exposition's organizers.

The 2017 show — known as ICUEE or The Demo Expo — takes place Oct. 3-5 at the Kentucky Exposition Center in Louisville.

This year's ICUEE features more than 900 exhibitors, 20 percent of them new to the show, notes the news release. New exhibitors include Service Trucks International of Sioux Center, Iowa; Sage Oil Vac of Amarillo, Texas; and Elliott Machine Works Inc. of Galion, Ohio.

Returning exhibitors include dozens of service body manufacturers and makers of service truck accessories. They include Dakota Bodies LLC, Auto Crane, CTech Manufacturing, Stellar Industries Inc., The Knapheide Manufacturing Company, Maintainer Corporation, and Venco Venturo Industries LLC.

Service Truck Magazine will also have a booth at the show, as the magazine did in 2015. Look for us in booth 4401.

"ICUEE always delivers a unique tradeshow experience with larger corporate and government buyers while at the same time allowing a hands-on approach to assessing and operating equipment," said sales manager Nick Moss, who will accompany editor Keith Norbury to Louisville. "We can expect another strong show, given a more buoyant economic outlook than years past. Exhibitors spend lots of time and money at this show but it can pay off in spades with the strong buyer/user groups that attend."

Despite heavy rain on the opening of the 2015 ICUEE, that event posted record attendance of 18,000 with registrants coming from all 50 states, nine Canadian provinces, and some 60 other countries.

Donna Popp-Bruesewitz, communications manager

"ICUEE always delivers a unique tradeshow experience with larger corporate and government buyers while at the same time allowing a hands-on approach to assessing and operating equipment."

— Nick Moss, sales manager, Service Truck Magazine

with Stellar Industries Inc., said in 2015 that traffic picked up after the opening day deluge and intermittent sprinkles the next day. "I think the leads we have gathered are definitely quality leads and we'll be following up the next couple of weeks and closing some deals," Popp-Bruesewitz said at the time.

Among the features at this year's Demo Expo are the following: Korean and China pavilions; a Lift Safety Zone from the National Commission for the Certification of Crane Operators; a two-mile Test Drive Zone for on-road equipment and technologies; indoor Demo Expo stage; and specialized pavilions for fleet management, safety, and green utilities.

"ICUEE comes around only once every two years, and record exhibit space translates to more product innovations on the show floor, so don't miss out," show director Tricia Mallett said in the news release. "We've got plenty of transportation to get attendees around all the lots, a streamlined layout and plenty of rest areas!"

An online show planner can help visitors get ready for the exposition, while the ICUEE mobile app, presented by John Deere, enables creation of personalized agendas.

"In a nutshell, Louisville's ICUEE promises to be a humdinger of a show," Moss said.

For more information, visit www.icuee.com.

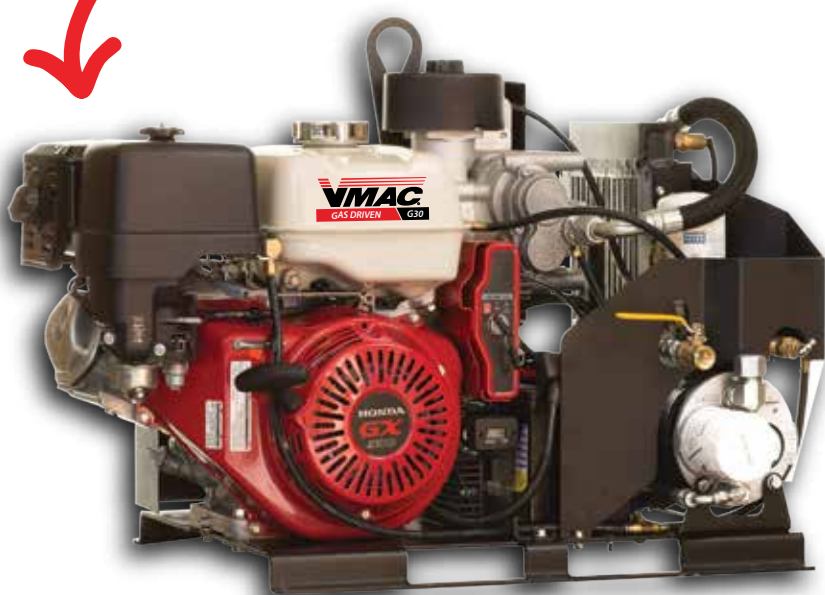


James Singleton, an apprenticeship and training crane instructor with local 18 of the International Union of Operating Engineers, maneuvers a steel weight through a course designed to test the capabilities of service truck crane operators at the 2015 International Construction & Utility Equipment Exposition in Louisville, Ky.



ENTER TO WIN!

A NEW 30CFM ROTARY SCREW AIR COMPRESSOR!



TWO WAYS TO ENTER

- #1 Visit us at our booths, L336 or 2008 at the ICUEE show in October.
- #2 Enter online at www.vmacair.com/G30WIN



For more product information:
www.VMACAIR.com/G30
 1.888.346.9292

V-MAC

ICUEE PREVIEW

ICUEE auction assists vet

The International Construction and Utility Equipment Exposition is hosting a benefit auction to raise money to help veterans find good jobs.

ICUEE is teaming up with the Call of Duty Endowment on the auction, which will take place Oct. 5 from noon to 2 p.m. on the show floor's Demo Stage at the Kentucky Exposition Center in Louisville, says a recent news release.

Exhibitors and attendees wishing to donate items for the auction are asked to contact Shannon at J.J. Kane Auctioneers by calling 1-856-764-7163, the release says. J.J. Kane and Benjamin Media are supporting the event.

All proceeds from the auction go to the endowment, with every \$619 raised helping a job-seeking veteran.

"We are very pleased to welcome back the Call of Duty Endowment as our charitable partner," ICUEE show director Tricia Mallett said in the release. "Unemployment among post-9/11 veterans is 2.6 times greater than the national average, so the work of the Endowment is more critical than ever."

The same auction at ICUEE 2015 raised over \$29,000, which translated into about 47 job placements.

ICUEE, also known as the Demo Expo, takes place Oct. 3-15.

For more information about the Call of Duty Endowment, visit www.callofdutyendowment.org. For more about ICUEE, visit www.icuee.com.



Infographic charts Call of Duty Endowment's progress.

COXREELS

LEADING THE INDUSTRY
THROUGH INNOVATION
& QUALITY

MADE IN THE USA
SINCE 1923

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

EXHIBITOR AT
★ MEET THE TEAM ★
BOOTH #4017

ICUEE
DEMO
EXPO

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

FOLLOW US:
f i g+ y

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

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

8747 UNDER CUL \$37,900
36,944 mi.
2008 FORD F650; CAT 7.6 CYL (210 HP); AUTO; A/C;
25,999 GVW. 2007 ELLIOT FUEL DELIVERY BODY;
800 GAL; 2 HYD DRIVEN BLACKMER PUMPS.

8830 \$49,500
187,122 mi.
2007 INTERNATIONAL 4300; DT466 6
CYL (255 HP); 6 SP; A/C; 33K GVW. 1996
HUTCHINSON ALUMINUM FUEL TANK;
2700 GAL; 3 COMPTS; BLACKMER PUMP.

8722 \$16,900
664,885 mi.
1988 FORD LTS9000; CUMMINS NTC315 (315 HP);
FULLER 8 SP; 62K GVW. 1988 ALLIED FUEL TANK;
4500 GAL; 3 COMPTS; BLACKMER PUMP;
NEPTUNE METER; VAPOR RECOVERY.

8835 \$59,500
70,041 mi.
2012 INTERNATIONAL 4300 4X4; MAX-
FORCE (300 HP); AUTO; A/C; 25,999
GVW. STELLAR 10921 SERVICE CRANE;
RADIO REMOTES; 12' STEEL FLATBED.

8744 \$17,500
236,515 mi.
2006 GMC C5500; DURAMAX 8 CYL; AUTO W/
O/D; A/C; 19.5K GVW. IMT 3016 SERVICE CRANE;
CORDED REMOTE CONTROLS; 11' UTILITY BODY.

8796C \$39,500
74,879 mi.
2006 KENWORTH T300 4X4; CUM-
MINS ISM 260 6 CYL (260 HP); 6SP;
A/C; 31,350 GVW. CAB & CHASSIS.

8902 \$42,900
42,536 mi.
2003 FREIGHTLINER FL70; CAT 3126 6
CYL (250 HP); 5 SP; AUTO; A/C; 33K GVW.
NATIONAL N65A KNUCKLEBOOM; 5 TON;
RADIO REMOTES; 13'6" STEEL FLAT/UTILITY.

8906 \$99,500
242,392 mi.
2005 MACK CV713; A1-400 6 CYL (400
HP); FULLER 8L; A/C; 73,280 GVW.
2004 HIAB 300-4 KNUCKLEBOOM; 13 TON;
RADIO REMOTES; 22'6" STEEL FLATBED.

8740 \$29,500
78,041 mi.
2003 INTERNATIONAL 7400 4X4; DT466 6 CYL
(250 HP); 6 SP; A/C; 30,500 GVW. CAB & CHASSIS;
100" C/A; 137" TOTAL FRAME; 177" WHEEL BASE.

8892 \$49,500
51,776 mi.
2006 INTERNATIONAL 4300; DT466 6
CYL (255 HP); AUTO; A/C; 33K GVW.
2005 EFFER 155.11/25 KNUCKLEBOOM;
5.5 TON; 13' STEEL FLAT/UTILITY.

8919 \$129,500
14,620 mi.
2007 STERLING LT9500; MERCEDES OM460 6 CYL (450
HP); AUTO; 54,160 GVW. NATIONAL CRANE 900A;
26 TON; 100' HOOK HT; 24" AUGER W/ 2 SP
DIGGER; POLE CLAWS; 20' WOOD FLATBED.

8396 \$19,500
68,014 mi.
2003 INTERNATIONAL 4300; DT466 6
CYL (230 HP); ALLISON 5 SP; A/C; 33K
GVW. 11' ENCLOSED UTILITY BODY;
BOSS PTO DRIVEN AIR COMP.

8647 \$22,900
89,852 mi.
2006 GMC C5500; DURAMAX 8 CYL DIESEL; 6
SP; 19.5K GVW. 11' ENCLOSED UTILITY BODY.

8904 \$74,500
239,493 mi.
2005 MACK CV713; AM1-370 6 CYL (370 HP);
MAXI TORQUE 10 SP; A/C; 58K GVW. 2002
PRINCETON E2-3RVX PIGGYBACK FORKLIFT;
2.75 TON; VW 4 CYL; 24' STEEL FLATBED.

UNMOUNTED KNUCKLEBOOMS
HIAB • FASSI • EFFER • PALFINGER
20' USED
STARTING AT \$9,500

WE BUY (866) 364-4060
SPECIALIZED WORK TRUCKS 3123 BETHLEHEM PIKE, HATFIELD, PA 19440

Who's coming to ICUEE

Service truck industries well-represented at biennial trade show in Kentucky

Dozens of service body manufacturers and makers of accessories for service trucks are sending representatives to Louisville, Ky., in early October to exhibit at the biennial International Construction & Utility Equipment Exposition.

Among the service truck industry firms exhibiting at ICUEE 2017 — taking place Oct. 3-5 at the Kentucky Exposition Center — are the following (with booth numbers in brackets):



Attendees seek shelter from the rain on the opening day of the 2015 International Construction & Utility Equipment Exposition in Louisville, Ky.

File photo by Keith Norbury

Altec Industries (L 365, L366, K129)

American Eagle Accessories Group (5114, L449)

Auto Crane (N1014)

Auto Truck Group (5244)

Boss Industries (L475)

BrandFX (L237)

Coxreels (4017)

CTech Manufacturing (2640)

Dakota Bodies LLC (L127)

Dejana Truck and Utility Equipment Co. (N1045)

EZ Stak (2839)

Fabco Power (1820)

Feterl Division of Teamco Inc. (N3012)

Gradall Industries Inc. (4219)

Hannay Reels Inc. (2810)

Hiab USA Inc. (N2043)

J&J Truck Equipment (N1054)

Knapheide Manufacturing Company (N2046)

Kohler Engines (L299)

Liftmoore Inc. (5214)

Maintainer Corporation (N1002)

Miller Electric Manufacturing Co. (2706)

Milwaukee Tool (2526)

Monroe Custom Utility Bodies Inc. (L493)

Muncie Power Products (4552)

Next Hydraulics S.R.L. (N2212)

NTEA (5315)

Palfinger North America Group (N2014)

RAM Mounts (4533)

Ramsey Winch (4934)

Ranger Design (N1047)

Reading Truck Body LLC (L155)

Reelcraft Industries (2339)

Sage Oil Vac (N2009)

Service Truck Magazine (4401)

Service Trucks International (N1038)

Snap-on Industrial (1834)

Sortimo by Knapheide (N3108)

Stahl (N3014)

Stellar Industries Inc. (N1012)

Superwinch (5541)

Taylor Pump and Lift (N2012)

Thunder Creek Equipment (4805)

Utilimaster Corporation (L231)

Utility One Source (N3017, L102)

Vanair Manufacturing Inc. (L417)

Venco Venturo Industries LLC (N2033)

VMAC (2008, L336)

Drones stand to help service truck operators

SAUL CHERNOS

Drones are perhaps mostly widely known for their recreational use and for occasional near misses with aircraft. But they're also looming on the horizon as yet another tool for mechanics and their service trucks.

David Culler, CEO of Hazon Solutions, is scheduled to talk about drones — otherwise known as unmanned aerial vehicles, or UAVs — during a panel session at the Utility Fleet Conference in Louisville, Ky., in early October.

Based in Virginia Beach, Va., Hazon inspects power lines, railway bridges and other infrastructure. Culler says he plans to talk during the panel session — titled “How Will Drones Impact the Future of Fleet in the Utility Sector” — about how his company uses sensor-equipped UAVs to help with inspections and how fleets might benefit from the technology.

The fleet conference coincides with the biennial International Construction and Utility Equipment Exposition also taking place at the Kentucky Exposition Center in Louisville from Oct. 3 to 5.

UVA use increases 31-fold

While governments set the rules for recreational and commercial drone users in order to prevent airspace chaos, the market appears poised for considerable growth. In a recent report, Navigant Research forecast a sharp hike in global annual revenues for drone and robotics technologies used for transmission and distribution — abbreviated as DRTD — from \$131.7 million in 2015 to \$4.1 billion in 2024. That's a 31-fold increase over 10 years.

“Transmission and distribution (T&D) operators and utilities across the globe are beginning to look toward UAVs to reduce costs, improve safety, and increase reliability and response times across their systems,” says a report synopsis posted online. (To access the report, visit www.navigantresearch.com and search for “drones.”)

“T&D utilities have traditionally performed line inspections and maintenance, storm damage assessments, and vegetation management using line crews, helicopters, and third-party inspection services companies,” Navigant stated. “Working on T&D systems is cost-intensive, difficult, and highly dangerous, and DRTD solutions represent an alternative with the potential to offer many benefits to grid operators.”

Hazon Solutions is part of this growing sector of the economy, using UAVs on a routine basis to do comprehensive inspections of hard-to-reach infrastructure facilities.

“When there's been a storm, we'll utilize a UAV to fly down transmission lines to get a good overall view of their integrity,” said Culler, whose company maintains a fleet of about 20 drones. “We'll be able to see if any trees have fallen in the right-of-ways, and if there are any we can identify the location and what the issue is.”

Hazon's experience using drones to inspect bridges and transmission lines has opened Culler's eyes to similar opportuni-

ties for other sectors — thus his appearance at the Utility Fleet Conference in October.

Another tool on your truck

“Think of them as just another tool on your truck,” Culler said when *Service Truck Magazine* asked him how drones might benefit field mechanics. “Unmanned systems with whatever sensors you need can help you get to the location where the repair is going to be and can enhance your situational awareness before you start the repair.”

“Think of them as just another tool on your truck. Unmanned systems with whatever sensors you need can help you get to the location where the repair is going to be and can enhance your situational awareness before you start the repair.”

— David Culler, CEO, Hazon Solutions



A drone's value proposition is vantage at height. A conventional service truck might have a bucket to ferry a mechanic upward to inspect transmission line structures and other equipment, or someone might even climb a pole or tower. However, a UAV could be dispatched and controlled remotely to take photographs, including close-ups, from multiple angles. That way, the mechanic can view on a phone or other mobile device exactly what's wrong, what tools are needed, and what potential hazards to expect before making the climb.

“If you climb, there's only so many places you can go,” Culler said. “With a UAV, the information is going to be better quality, with all kinds of unique vantage points. It's going to increase your efficiency, effectiveness and safety.”

UAVs are also useful for getting the lay of the land.

“It's a great situational awareness tool for access,” Culler said. “Say a vehicle has broken down and you've got to send a service truck. If there's been a storm and there's fallen trees or power lines, you'll be able to see what roads you might take to get there.”

The same goes for steep terrain.

“If you're trying to get a service truck into a precarious area, a UAV would be a huge potential safety piece because it can help ensure you take a road that's accessible and gets to the right location, not up a winding mountain road where you can get up only so far and have to back down.”

Prices vary greatly

As with any technology, drones have limitations. Near-misses with aircraft have led governments to implement strict rules. These vary jurisdictionally, but by and large UAVs must be operated within line of sight and rules that govern proximity to airports and populated areas.

In the U.S., the Federal Aviation Administration sets the rules, including mandatory training for commercial operators. “The FAA has to ensure they integrate these unmanned systems safely into the national



Drones are becoming another tool to aid service truck mechanics in their work.

Photo courtesy of Hazon Solutions

air space,” Culler explained. Regulation in Canada is through Transport Canada.

There's also the price. Cheap consumer drones cost just a few hundred dollars, but serious commercial drones can fetch

upwards of \$10,000, with some truly high-end systems exceeding \$100,000.

“What you pay for is what you get,” Culler said.

UAVs vary in size and adaptability in terms of their ability to carry multiple different cameras. Battery capabilities also vary while some systems are rain-resistant.

It's much like purchasing any significant piece of equipment, Culler said.

“What information are you trying to capture? Do you want high-definition imagery or video? You can get infrared if you're looking for hot spots, and radio metrics will

give you a temperature reading so if there's some sort of a failure, and you know what the temperature should be, you could read that.”

Culler envisions the technological capabilities increasing over time, yet he expects prices to moderate.

“We're already seeing that,” he said. “Even with some of the really high-end ones in the commercial space, it's becoming a much more competitive market.”

For more information about Hazon Solutions, visit: www.hazonolutions.com.

For more information about the drones panel, which takes place Oct. 4, 11:30 a.m.-1 p.m., search ICUEE's education page: www.icuee.com/visit/conferences-education.

The 2017 version of ICUEE, also known as the Demo Expo, takes place Oct. 3-5 at the Kentucky Exposition Center.

Saul Chernos is a freelance writer based in Toronto.







TRANSFORM YOUR FLEET THE EZ WAY

ANY SIZE. ANY CONFIGURATION.



To get your next trailer work ready call Paul Lawrenson at 630.994.3300 Ext.207

www.ezstak.com

★

SEE OUR DEMO TRAILER AT ICUEE BOOTH #2839

★

ICUEE PREVIEW

Frank advice on truck safety presented at ICUEE sessions



Road construction poses one of the many hazards for service truck operators.

File photo

Poor safety record can put service truck fleet operators at risk, experts say

ERIN GOLDEN

When fleet safety expert Luann Dunkerley visits a company about its safety programs and standards, it doesn't take her long to figure out if it's a place where people are doing things right. Sure, everybody says they encourage their drivers or mobile mechanics to be safe on the road. But Dunkerley said there are people who tell her what they think she wants to hear — and then there are those who explain their methods, and explain that they know they can do better.

Those in the second group are on the right track, she said. "The highlights of a good program begin with leadership that is deeply committed to safety," Dunkerley said. "They are not just saying the right words; they have a mission and the mission is to run a safe environment and to bring their employees home to their families at the end of every day."

The northeast region sales manager for The CEI Group, a Pennsylvania-based fleet accident and prevention company, Dunkerley is among the speakers taking on the topic of fleet safety during a pair of sub-conferences coinciding with the biennial International Construction and Utility Equipment Exposition — ICUEE for short — in Louisville, Ky., this October.

Modern distractions abound

She and other experts, like Stephen Franker, a senior safety specialist with ComEd/Exelon in Indiana, say the need for fleets to take a critical look at their safety practices is greater than ever.

One major reason: just like many drivers barreling down the road in their own cars and trucks, people behind the wheel of heavy duty work vehicles are grappling with new distractions from smartphones and other devices.

In fact, Franker said, "94 percent of all crashes are caused by preventable driver errors, like talking on the phone or texting. Even if you're (using the phone) hands-free in a state where it's a requirement, you're not focused on what you're doing."

Other major contributing factors are even simpler: speeding, increased congestion on the roads when gas prices drop, and an uptick in road construction projects that can shift the flow of traffic.

A poor track record on safety can put service truck fleets and operators at risk for plenty of consequences, Dunkerley said. Insurance rates can soar if insurance companies lose confidence in your operations.

Hearing a company has been involved in a crash could also scare off potential customers.

"If you're in a service fleet you have a logo on your vehicle, and that is a billboard on wheels," Dunkerley said. "I've had many clients say: 'the embarrassment for us and the cost in terms of damage to our brand you can't put a number on.'"

Safety as recruiting tool

A strong — or weak — safety record can also play a major role in attracting and keeping good employees.

"Companies that have high accident rates on the truck side typically have higher turnover in drivers," Dunkerley said. "And on the commercial vehicle side, they have higher out-of-service rates."

Avoiding those problems requires a couple of different approaches: creating consistent expectations about safety in all aspects of the work day, and then adding innovative programs to keep those goals front and center.

At ComEd/Exelon, the safety program is always evolving, as safety experts like Franker think of new ways "to make people



"94 percent of all crashes are caused by preventable driver errors, like talking on the phone or texting. Even if you're (using the phone) hands-free in a state where it's a requirement, you're not focused on what you're doing."

— Stephen Franker, senior safety specialist, ComEd/Exelon

CTECH EXCLUSIVE
MotionLatch™
Drawer & Door System
US Patent 8,547,289

ALUMINUM CARTS, CABINETS & DRAWERS
WWW.CTECHMANUFACTURING.COM

- HOUSING INSERT
- CABINET INSERT
- TOOL DRAWER INSERT
- SPECIALTY

BOOTH #2640
Come see Juan Ibarra (from the Discovery Channel show "Gold Rush") and his Mechanic Truck in the CTECH booth at ICUEE

FOLLOW US:
Facebook, Twitter, Instagram

Juan Ibarra came to CTECH looking for a tool drawer unit that could handle the abuse that mining roads dish out to his truck and equipment. Juan was pleased to get custom drawers units with a powder coat finish to match his one of a kind truck.

ICUEE PREVIEW



"The highlights of a good program begin with leadership that is deeply committed to safety. They are not just saying the right words; they have a mission and the mission is to run a safe environment and to bring their employees home to their families at the end of every day."

— Luann Dunkerley, northeast region sales manager, The CEI Group

think about what they're doing and why."

For example, the company put together a series of short video clips featuring people the company's employees would certainly relate to: fellow workers and their children. It also challenges employees with a driving obstacle course that requires parking in difficult spots or angles – and then thinking hard about the everyday decisions made on the job.

Though plenty of service vehicle operators go in grumbling about being tested on a job they've done for years, Franker said many end up appreciating the opportunity.

"A lot of people who came out of it said: 'This is the best thing I've seen in a long time,' or 'It really made me think about how I drive.'"

Franker's team also puts employees through on-the-road tests, where a safety contractor will test how a driver makes decisions on the fly. One section might include asking a driver to find an address on a piece of paper sitting on the dashboard.

"They'll look at if you were driving and looking, or if you pulled over and stopped," Franker said. "And they'll monitor how often you use the driving principles, like checking your mirrors."

Technology a double-edged sword

Adding new safety focused technology to service trucks, or any type of fleet, can also be helpful. Dunkerley said an increasing number of fleets are using telematics to track everything from speed to hard braking. But she warned that fleets hoping to use technology to make their drivers and vehicles safer must be prepared to go several steps beyond just collecting a lot of data.

"As a fleet, you need to be sure you have the resources to examine the data and then

act on it," she said. "If you have a lot of data but don't have any time to look at it, you might as well not have it because you can't really act on the information you have."

Dunkerley also advises that drivers and fleet managers avoid leaning too heavily on technology like back-up cameras. She said they can be a big help, but she's also seen fleets where drivers end up in more accidents because they've begun to depend only on the camera, rather than old-fashioned driving and observation skills.

"As a fleet, you need to be sure you have the resources to examine the data and then act on it. If you have a lot of data but don't have any time to look at it, you might as well not have it because you can't really act on the information you have."

— Luann Dunkerley, northeast region sales manager, The CEI Group

"It's a double-edged sword," she said. "There needs to be constant training, and you can realize the value of technology, but some of it is not all good."

Whatever steps a fleet chooses to take, both experts said the key is making safety something service truck operators think as much about as getting to the job quickly and doing the work right.

"You really don't think about driving when you've been doing it so long," Franker said. "It almost becomes automatic, which is not what you want."

Dunkerley conducts her Utility Fleet Conference session — titled Safety Best Practices for Utility Fleet Professionals — on Oct. 2 from 9:15 to 10:45 a.m.

Franker's presentation — titled Safe Driving Programs That Work: A ComEd Safety Success Story — is part of the iP Utility Safety Conference and takes place

Oct. 2 from 1:30 to 2:30 p.m.

Both conferences are co-located with ICUEE, also known as the Demo Expo, happening Oct. 3-5 at the Kentucky Exposition Center.

Erin Golden is a writer based in Minnesota.



Rely on Reelcraft



Visit us at
booth 2339

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 ▼

**Durable hose and
cord reels for:**

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

Made
in USA

NEW!

Heavy duty hand
crank hose reels

Long hose lengths
Series 30000

REELCRAFT

www.reelcraft.com 800-444-3134



Come visit us
Booth L475



- Two 20amp Duplex Outlets
- On/Off Toggle Switch
- 30 Amp Twist Connector
- Voltmeter



BOSSair.com | 800/635-6587

BOSS engineered AIR systems



INTRODUCING THE BULLET+ GENERATOR

That's right, now with the option
of adding 6.5kw of power!

70cfm of air or 6.5kw of AC power! Want both? No problem, with our multi-function design, you can get 30cfm of air and still get 6.5kw simultaneously.

Contact a BOSS Sales Team member today!



BY DAN ANDERSON

SPEC MY TRUCK

Making Weight

Carrying enough tools while meeting DOT weight limits is a balancing act

Herigstad Equipment Rental in Perris, Calif., rents and maintains heavy construction equipment, including 22 Terex twin-engine TS24B scrapers. Bill Herigstad is owner and currently the business's parts manager, salesman, chief mechanic, and lube monkey.

"I had more employees back before the economy turned, but I'm pretty much a one-man-show now," Herigstad says. "Things are starting to pick up, but for the time-being it's just me and my truck."

His gleaming service truck is a testament to efficiency. It's based on a 2011 Peterbilt 337 chassis with a Paccar PX-8 engine tweaked to 350 horsepower. Lodi Truck and Equipment in Sacramento helped him outfit it with a 14-foot-long Iowa Mold Tooling Inc. Dominator IV service body topped with a 14,000-pound IMT crane that stretches to 30 feet.

"I had more employees back before the economy turned, but I'm pretty much a one-man-show now. Things are starting to pick up, but for the time-being it's just me and my truck."

— **Bill Herigstad,**
Perris, Calif.

Originally having equipped the truck with an on-board PTO-driven hydraulic system, Herigstad returned to Lodi Truck and Equipment to add a Miller EnPak power system. The EnPak is a fully integrated rotary screw air compressor, hydraulic pump/reservoir, and electric generator powered by a 24 hp diesel engine. For arc welding, the EnPak powers a 35-pound Miller Maxstar welder "suitcase."

"The new truck engines don't like to sit and idle to power PTO hydraulics," Herigstad says. "Idling tends to clog the exhaust filter. The EnPak works great, and is even wired-in so that it charges my truck's batteries if I'm working at night and powering the lights on the service body."

The IMT body features durable IMT drawer packages in the first three compartments on the left side, though the drawers

above the left rear wheel are targeted for removal.

"With all the tools and supplies I carry, I'm more than 1,000 pounds overweight," he says. "I'm eventually going to take it out to get legal."

An assortment of tools and accessories contribute to Herigstad's weight dilemma. A lube system lives in the bed of the service body, complete with tanks for 40 gallons of 90w oil, 60 gallons of hydraulic fluid, 60 gallons of engine oil, 30 gallons of antifreeze, and a 60-gallon tank to store waste oil after oil changes. A 120-pound keg of grease completes his lube station. All those tanks are serviced by one of nine Reelcraft hose reels mounted in various compartments.

"I've got two reels in the right rear compartment for 3/8-inch and half-inch i.d. air lines plumbed out the back of the truck," Herigstad says. "The reels for the lube system are all in the compartment over the right rear wheel, and the reel for the oxy/acetylene torch is in the right front compartment."

A number of unique tools and accessories add to calculations to keep his truck's weight below legal limits. One of his favorites is an Emberton parts-washing drawer.

"It's like a tool drawer with a flip-up lid," he says. "It holds maybe three gallons of parts cleaner with a filtered drain. It's nothing fancy, but it's great for washing small parts, compared to spending the money on spray cans of brake cleaner or contact cleaner."

A Broco exothermic cutting kit has also made the "cut" as weight-worthy on Herigstad's truck. Connected to the EnPak's generator and the oxygen bottle on his torch, its magnesium rods "...will cut anything."

"It will cut concrete if you have to," he laughs. "One of the things I really like to use it for is piercing big pins that are seized up. It'll cut a half-inch hole through the center of a foot-long pin. A lot of times, the heat of the cutting will loosen it so you can knock (the pin) out with a hammer."

Esthetically, a tasteful touch of aluminum not only helps the truck gleam, but reduces weight.

"I've got aluminum wheels on the outside of the rear duals to save weight, and want to put aluminum wheels on the inside duals, too," says Herigstad. "Up front, I've got oversize aluminum wheels and tires to give flotation when I'm in soft sand. Everything on the truck works or has a purpose, one way or another."



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.



Truck's 14,000-pound IMT crane can stretch to 30 feet.



Truck features 14-foot IMT Dominator IV body.



Body features durable IMT drawer packages.



Tool assortment contributes to weight dilemma.



Bill Herigstad's truck is based on a 2011 Peterbilt 337 chassis with a Paccar PX-8 engine tweaked to 350 horsepower.



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.

Emberton parts-washing drawer keeps things clean.

Cab affords a comfortable ride.



Truck stores plenty of tools.



EnPak power system is powered by 24-horsepower diesel engine.



Miller Maxstar welder "suitcase" weighs 35 pounds.



Reelcraft hose reels serve tanks of various fluids.



Lube tanks include storage for waste fluids.



Herigstad controls the crane.



Reel for oxy/acetylene torch is in the right front compartment.



Compartment contains an assortment of accessories.

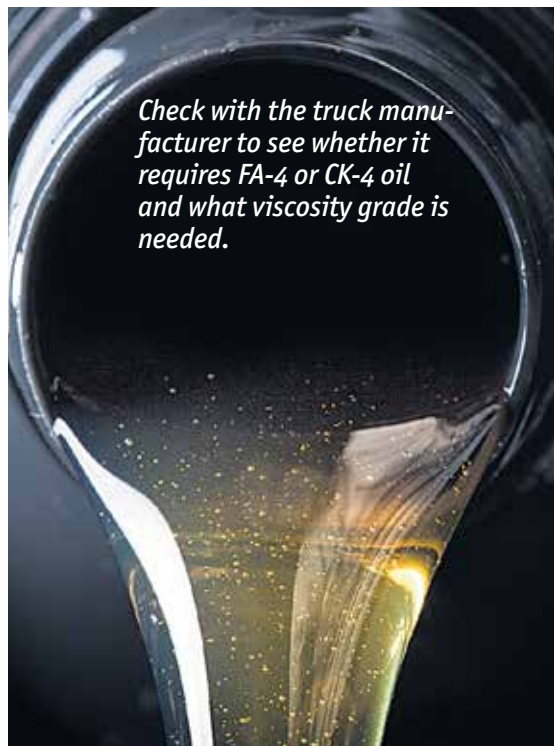
NEWS

Get ready for new diesel oils

What shops need to know to prepare for CK-4 and FA-4 engine oils



Kevin Ferrick



Check with the truck manufacturer to see whether it requires FA-4 or CK-4 oil and what viscosity grade is needed.

Kesu01/iStockphoto.com

KEVIN FERRICK
SPECIAL TO SERVICE TRUCK MAGAZINE

With the arrival of two new diesel engine oils categories in December 2016, shops need to be prepared for accommodating them and training technicians and service people about their application.

American Petroleum Institute CK-4 oils succeeded CJ-4 engine oils and are backward-compatible diesel oils. Backward compatible means CK-4 may be used where CJ-4, CI-4 with CI-4 Plus, CI-4, CH-4, and earlier service categories are recommended. API FA-4, on the other hand, is a new arrival intended for engines built beginning with the 2017 model year. There are currently 430 CK-4 oils and 65 FA-4 oils licensed by API and more are expected.

CK-4 provides improved shear stability, oxidation resistance, and aeration control over CJ-4 in the familiar SAE 15W-40 and 10W-30 viscosity grades. FA-4 provides similar protection to CK-4 oils, but in lower viscosity grades to meet the needs of next-generation diesel engines being built for the 2017 model year and onwards. FA-4 oils meet the same performance measures as CK-4 but they also help increase fuel economy in engines designed for the lower viscosity FA-4 grades.

Oil improvements noted

Key improvements to the new oils include the following:

- Shear stability, which is the resistance of oil molecules to shearing or breaking down under extreme stress inside the engine. Shear causes oil to decrease to a lower viscosity, and excessive viscosity loss could affect how well the oil can protect the engine. CK-4 and FA-4 oils have improved shear stability compared to CJ-4 oils.
- Oxidation stability, which is one of the main reasons for oil breakdown and it occurs more readily under higher engine operating temperatures. With many newer engines running hotter, CK-4 and FA-4 standards deliver improved oxidation stability versus CJ-4 oils.
- Aeration, which is the entrainment of air bubbles in the oil, which can limit the ability for oil to cool and protect the engine. Newer engines with higher operating temperatures and pressures can increase the amount of air trapped in oil. As oil is more regularly used as a hydraulic fluid for valve-train actuation, this task can be compromised by aerated oil. CK-4 and FA-4 oils provide greater protection

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.

Proud provider of mechanics trucks with Stellar® TMAX™ bodies and Stellar® CDTplus™ equipped telescopic cranes.



See our featured equipment in the **Peterbilt Booth #N1032** and **Ford Booth #N1016**

www.CurrySupply.com | 800.345.2829

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



against aeration; and

• **Fuel economy.** You may have heard of the term high temperature high shear, or HTHS, as the new oils were being developed. CK-4 oils are being called “high HTHS” engine oils because their viscosities are the same as those found in CJ-4 oils. In contrast, FA-4 oils are being called “low HTHS” oils because their viscosities are lower. These low HTHS oils have been developed to provide engine manufacturers with a tool that will help them meet more stringent fuel economy and greenhouse gas emissions requirements.

Create a transition plan

With some new diesel engines requiring FA-4 oils, fleets, shops and technicians need to know how to manage CJ-4, CK-4, and FA-4 oils in their facilities. It is recommended that you create a transition plan for the shop. Should you need to increase storage, the clear identification of the lubricants will reduce confusion.

Estimate the volumes of each oil you will require, particularly if you own or service 2017 trucks. Always check with the truck manufacturer to see whether it requires FA-4 or CK-4 oil and what viscosity grade is needed.

Be sure to mark tanks, storage, tools, etc. in advance of the first delivery of product to avoid co-mingling different products and misapplication of them. Assess your shop's need for both oils and check on the availability from your supplier. Also ask about specific viscosity grades since some are changing. Identify a clear date to incorporate the new oils into the shop and clearly communicate that information to staff.

What to watch for

The following are six areas to be aware of in order to ensure the new oils are being installed and dispersed properly:

- **Engine requirements** — FA-4 oils may not be recommended for all new engines, so be sure to check with engine manufacturers about which engines are supposed to use FA-4 oil.
- **Bulk tanks** — Replacing CJ-4 with CK-4 should be a simple transition because CK-4 is backward compatible and an improvement over CJ-4. You can still carry CJ-4 oils in drums if you want to keep some on hand.
- **Inventory** — Monitor volumes of API CJ-4 lubricants versus API CK-4 & FA-4 to ensure proper supply.
- **Identification** — Clearly mark all bulk or packaged oil as appropriate for API CJ-4, CK-4 & FA-4 oil
- **Dispensing oil** — All dispensing equipment should be properly labeled with product name and viscosity grade to prevent misapplication.
- **Education** — Technicians should be made aware of the changes to oil categories and requirements for each.

To help technicians and consumers differentiate between the two new oils, API developed a special service symbol doughnut. The new FA-4 doughnut features a shaded section that sets it apart from the traditional donut being used with API CK-4.

Visit www.dieseloilmatters.com for more information about the API CK-4 and FA-4 service categories for on- and off-highway vehicles and equipment.

Kevin Ferrick is senior manager for engine oil licensing with the American Petroleum Institute.



Lubrication society names new president

A team leader with Petro-Canada Lubricants Inc. is poised to become the president of the Society of Tribologists and Lubrication Engineers in 2020.

Paul Hetherington, team leader of technical services with the company, will become the society's first president from a Canadian lubricants manufacturer, said a news release from Petro-Canada Lubricants, which is a Suncor Energy business.

“This opportunity brings Canada and Petro-Canada to the forefront of the world lubricants stage,” Hetherington said in the release.

A native of Ontario, Hetherington became the society's treasurer this May. Headquartered in the Chicago suburb of Park Ridge, Illinois, the society represents 15,000 industry professionals around the world. Tribology refers to the study of “interacting surfaces in relative motion,” such as friction, lubrication, and wear, according to the society website.

Before joining Petro-Canada in 2011, Hetherington spent nine years at Fluid Life Corporation in Edmonton and had a 20-year career at Syncrude.

He is scheduled to kick off his presidency of the society at its 75th annual meeting in Chicago in May 2020.

ServiceTruck

To advertise in Service Truck contact: Nick Moss, Marketing Manager

Cell: 250-588-2195 | ads@servicetruckmagazine.com

Come see us at ICUEE Booth # 1820

THE POWER TO FIX EVERYTHING...ANYWHERE

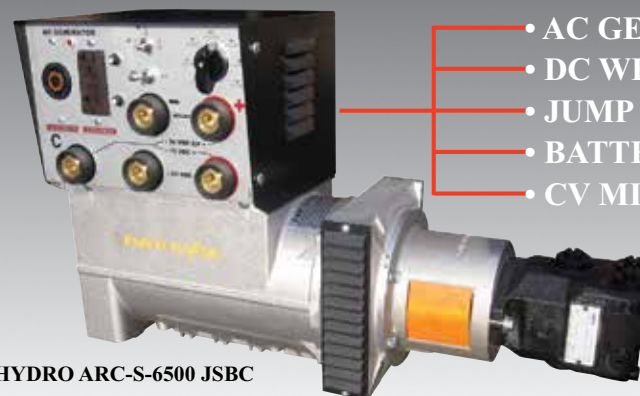
HYDRAULIC MOBILE POWER FOR SERVICE TRUCKS & WRECKERS



DC WELDER
CV MIG / TIG
300 AMPS DC

JUMP START
BATTERY CHARGE
12 V - 24 V - 36 V - 48 V

AC GENERATOR
TOOLS & LIGHTING
6500 WATTS



HYDRO ARC-S-6500 JSBC

- AC GENERATOR
- DC WELDER
- JUMP STARTER
- BATTERY CHARGER
- CV MIG / TIG

Available in
11, 15 & 21 GPM

VERSATILE & MULTI-FUNCTION
COMPACT & LIGHTWEIGHT
INEXPENSIVE TO BUY & ECONOMICAL TO RUN
RUGGED & DURABLE PISTON MOTOR DESIGN
QUIET & ENVIRONMENTALLY CLEAN
DOES NOT REQUIRE A SEPARATE ENGINE
USES PATENTED TECHNOLOGY

MOBILE POWER FOR
SERVICE TRUCKS & WRECKERS



Fabco Power

FAMILY OWNED FOR OVER 50 YEARS

FOR INFO CALL
(845) 469-9151
or visit us on the web:
www.fabcopower.com

POWERFULLY LIGHT



Aluminum truck bodies
Hydraulic Telescopic and Articulating Cranes

Distributor Inquiries Welcome

JOMAC

ALUMINUM TRUCK BODIES AND CRANES

Only articulating
crane still
manufactured
in the US

Check out our
NEW website

www.jomac ltd.com

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

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.oroesign.ca

Available from stock Buy Direct from factory

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.

NEWS

Engine maker executive doubts emissions rollback

Representatives of German engine manufacturer do, however, ponder California setting its own more stringent diesel regulations

KEITH NORBURY

The U.S. government isn't expected to roll-back emission regulations for off-road diesel engines, the president and CEO of Deutz Corporation, the U.S. subsidiary of the German engine manufacturer, said following a presentation at ConExpo-Con/Agg in Las Vegas earlier this year.

However, Robert Mann held out the prospect that California could break from the rest of the 50 states and impose more stringent regulations, which would have implications for engine manufacturers.

While Mann noted there is "a tremendous amount of speculation" about the future of Environmental Protection Agency diesel emissions regulations, he doesn't anticipate them being rolled back.

"Exhaust emission legislation is a market blocker for entry by other people," Mann said. "So the markets have been protected by machine compliance as well as the atmosphere being protected."

Mann added that "everything we can glean" from interactions with the EPA's technical people is that there's isn't a short-term movement toward a U.S. tier 5 counterpart to Europe's Stage V emission standards.

"That may vary by manufacturers," Mann said. "But our glimpse into (it) is there's no need yet."

Steve Corley, chief sales officer for Deutz Corporation, added one note of caution: "What does California do?"

California has issued statements that it will look at introducing legislation to reduce emissions outputs further, Corley said.

49-state engine never seen before

While those rules aren't likely to align completely with Europe's stage V, Corley anticipates California mandating stricter requirements for diesel particulate filters, for example.

"So it may end up with a 49-state engine and a 50-state engine," Corley said.

Mann added: "We've never seen 49-state engines before."

In response to a follow-up question about a 49-state engine, Mann said "that one-state engine is the one that trips you up every time."

It means balancing inventory and production lines, for example, "because you're now adding one more stage of complexity into it," Mann said.

"If it's truly the European version, OK, then it might be a little simpler," Mann added. "But experience dictates that it's



"Nobody on a building site ever polished a piece of after-treatment."

— Robert Mann, president and CEO, Deutz Corporation

never quite that simple. So it will cause logistical problems."

During his presentation, Mann noted that today's principal original equipment manufacturers have to work in at least four emissions levels: stage V, which is coming to Europe; the EPA's tier 4 in the U.S.; an upcoming China 4, and stage III in the developing world.

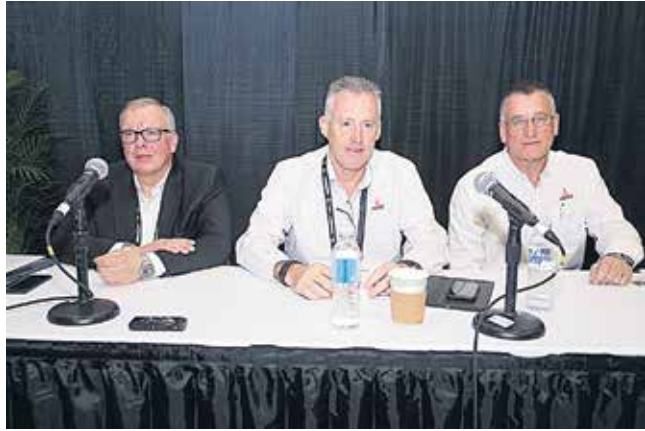
"The world, as Bilbo Baggins says, is a strange place," Mann said.

Citing a map on a slide in his presentation, Mann noted that Europe's Stage V represents a small cluster, with most of the world still below tier 4.

"So the challenges facing the OEMs are quite significant — how they allow for the space claim within the engine compartment but also how they handle the various reactions of the aftertreatment," Mann said. "And there's some difficult applications. It used to be that we looked upon off-highway trucks as probably the most complex market, followed by tractors and then into the more simple applications. But today, in the tier 3 world, the simple applications have become the more complex applications."

Nevertheless, at the massive Bauma trade show in Munich in 2016, several engine manufacturers — including Cummins, Scania, Rolls Royce, and Yanmar — promoted or displayed Stage V engines. The standard, scheduled to take effect Jan. 1, 2019, would eliminate about 99.9 percent of particulate matter from diesel exhaust, noted a news release from Cummins.

Photo by Keith Norbury



Steve Corley, Robert Mann, and Georg Diderich of Deutz Corporation talk about new diesel engine technologies during a press conference at ConExpo-Con/Agg 2017 in Las Vegas

No intrinsic value for customers

Simply building to the highest standards isn't possible, Deutz's Corley said at ConExpo. "As we touched on earlier, there's no intrinsic value in higher technology from a customer's perspective."

Mann put it more bluntly: "Nobody on a building site ever polished a piece of aftertreatment."

Also, if an engine maker were to throw DPF into a market where it's not accepted or desired, "then you limit your audience quite significantly," Mann said.

"The more interesting challenge is if you sell a 49-state engine and a 50-state engine as DPFed then you are somewhat limiting the audience that will buy it as a used machine in the other 49 states," Mann added. "So it can make some difference in how the exit strategy of California works, because effectively we're making it another country at that point," Mann said.

The issue of retiring machines from emission-compliant markets to non-compliant markets has taken some effort, he added.

Even if Canada were to follow California's lead, it would still create complexities. Not the least of those is "you've got to deal with extremely cold weather, with DPF regeneration," Mann said. "You know, a cold day north of Fort McMurray really is chilly."

He has even seen "a great number of trucks in Canada with DPFs sawn out of them in various locations." For that reason, he would hope that if California went its own way, that Canada would go with the 49-state solution.

Earlier in his presentation, Mann said Deutz's future isn't limited to stage V in Europe or tier 4 in the U.S. "It's also how we maintain growth and performance in the developing world. So how we handle the tier 3 markets and how those markets develop," Mann said.



Mural Ciray from Istanbul checks out an engine on display at the Deutz booth at ConExpo 2017.

Photo by Keith Norbury

"No market is interested in old technology," Mann said. "They really want to grow. So if you think about the way emission technology moves, it's a continual development path even on products which we might like to think were older products."

Exit from on-highway market

Headquartered in Cologne, Deutz is an independent engine manufacturer, Mann said. "That's all we build," Mann said. "We don't build trucks. We don't build buses. We don't build agricultural equipment. We run an independent service network around the world, which is key of course to our performance."

Mann works in four main segments: construction, agricultural, material handling, and stationary (such as generators and pumps).

As for the on-highway segment, Mann said, Deutz exited that market as Euro 6 exhaust emission standards were introduced — "as the vertical integration in that market has literally precluded further growth." (Scania, however, has based its Stage V industrial engines on its "successful Euro 6 engines for on-road applications," a news release quoted Anders Liss, the vice-president of sales.)

Overall, Deutz has expanded its customer base as it has "introduced new ranges of engines into the flatter emission stages," Mann said. For example, in the construction space, in China and Japan, Deutz has worked successfully with OEMs of excavators and wheel loaders such as Sany and Hitachi. Other new construction customers cited in a slide with Mann's presentation include Vermeer, Gehl, and Manitou.

One of the interesting developments concerns the response of customers to a requirement for selective cata-

lytic reduction, or SCR, which has become mandatory for engines over 75 horsepower or 56 kilowatts, Mann said.

Downsizing is happening

"Somebody in the press asked me recently, is downsizing a real thing?" Mann said. "Yeah, downsizing is a real thing. So our customers have made the push to move away from applications that use SCRs to horsepower ratings that don't."

Mann has responded with three engine platforms and five versions under 75 horsepower. "As we move down to this size range, the space in the engine compartment is becoming expensive real estate," Mann said.

Downsizing is also occurring in the middle range, such as a four-cylinder five-liter engine producing about 200 hp. Traditionally, the upper end of the range was six cylinders. "So our customers are again pushing downwards in the space claim in the engine compartments, and looking for more room," Mann said.

A challenge for engine makers is that "every time there's an emission change, engineering resources are spent almost entirely on something that is very difficult to explain to an end user what the benefit is," Mann said.

A problem, particularly in the North American market, is that small and mid-sized original equipment makers have responded with "the ostrich approach," Mann said. "Put your head in the sand and hope it'll go away. As anybody's ever read, the EPA never goes away."

Unfortunately, many smaller OEMs failed to go through tier 4 interim in their switch from tier 3 to tier 4, he said.

"So now it's a panic," Mann said. "And on an up market, the flexibility evaporates quicker."



All-New From Ventura 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



VENTURO
VAN CRANES

DEMO
ICUEE
EXPO

Visit us at
Booth N2033



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

info@venturo.com | www.venturo.com



VencoVenturo



@venturocranes

NEWS

Consistency counts

Equipment dealer reduces costs and improves performance by minimizing variations in company's service fleet

DAN ANDERSON

Let's say you've got nearly 700 vehicles in your fleet scattered across three states, servicing everything from stand-up electric forklifts to D11 Caterpillars. How do you find economies-of-scale to optimize performance of the techs working from your trucks, yet minimize the cost of such a diverse fleet?

Claude Williams, fleet manager for Gregory Poole Equipment Company, focuses on finding common denominators among all his company's service truck duties.

Extensive analysis of GPEC's existing service trucks and how the company's techs use those vehicles allowed Williams and his management group to identify core needs and develop a set of templates for their service vehicles. The latest and most prominent benefit of their analysis was that a properly equipped Ford Transit T350 medium roof van could — in many cases — replace a full-scale, crane-equipped service truck. Though it took time to convince some of the management team and techs.

"When we sent out the first Transits in 2013, a couple of our master techs said there

was no way in hell they'd be able to fit all their tools in a van," says Williams, whose company is headquartered in Raleigh, N.C. "They'd spent 20 years accumulating tools, and didn't like the idea of not being able to have all their tools with them. But once they got used to the idea, pinpointed what tools they really need and saw how functional the vans are, they've come back and said that it works better than they ever expected."

Accurate dispatching essential

One of the keys to the success of the Transit vans is accurate dispatching. GPEC still has hundreds of full-size crane trucks (more about them in a minute). But increased attention to matching the right truck/tech to the job has reduced operating expenses and increased efficiency.

"There's no one service truck that's right for every job," Williams says. "It's up to me, our dispatchers, and our service managers to send the right unit to each job. We don't send a Transit out to pull the motor on a D11, and we don't send a crane truck to service an electric forklift. But we'll send a Transit out if a machine just needs a soft-



View from back shows interior of Ford Transit T350 upfitted for servicing lift systems.



Gregory Pool Equipment Company had Ford Transit T350 vans upfitted for three of its service groups — lift systems (shown above), construction preventative maintenance, and marine.



Side view of Ford Transit T350 upfitted for lift systems shows work surfaces at different heights to accommodate varying jobs.



This Ford Transit T350 is upfitted for GPEC's construction PM group.



View from the rear shows how the van is upfitted for construction PM.

ware update, or I'll send a Transit equipped with a PM (preventive maintenance) skid if that D11 just needs maintenance. Fuel savings alone is a big deal. The crane trucks might get eight to 10 miles per gallon on a good day, while the Transits consistently get in the upper-teens to 20 miles per gallon. That alone can save a lot of money across our fleet in a year."

New Transit vans are ordered with a standard GPEC base package and stripped cargo area, then outfitted by Fleet Upfitter and Supply Company, a.k.a. FUSCo.

"FUSCo removes all unnecessary interior components and sprays the rear with spray-on bedliner," Williams says. "We install composite headache racks that give us a better seal between the driver's compartment and the work compartment to reduce noise and fumes the driver has to deal with. Most of our vans are outfitted with Ranger Design products. They're aluminum so they're lightweight, but really high quality. If the van will be more for lift truck repairs or smaller service work, we'll put in custom-built Stanley Vidmar tool boxes, a BelAire air compressor, as well as work benches, one that's chest high and one that's waist high, lots of good, bright LED lighting, and at least one fan to help keep the guy cool when he's working in the van."

Out of the weather

Williams' use of the phrase, "working in the van," is not accidental.

"Our guys can get inside, out of the weather, with good lighting and work-



Side view reveals extra lighting and a cooling fan for working on the two work surfaces.

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



benches to do stuff they used to do outside," he says. "Instead of just being self-propelled toolboxes and parts haulers, the vans are mobile workshops. The techs have really bought into the concept."

The versatility of the Transit-series design led to a re-thinking of GPEC's preventive maintenance vehicles. A custom-built preventive maintenance skid was designed to slide into the back of the Transits, complete with oil tanks, hose reels, fluid pumps and other PM necessities.

"I can build two of these Transits with PM skids inside for the cost of one full-size lube truck," says Williams. "They get better mileage than the big truck, do the work cheaper, and, by the way, they're no longer DOT regulated. We thought we'd give the concept a try, and after only one year, they've become one of our primary PM service vehicles."

Trucks still have their places

Williams is quick to note that Transit vans are not the answer to all his service vehicle challenges. His fleet still includes hundreds of traditional large-scale service trucks equipped with cranes, all now selected with uniformity in mind for the division in which they will function.

"We use three basic chassis — for the 26,000-pound models, either Hino 338s, Peterbilt 337s, or Kenworth 300-series," he says. "Our construction division tends to use the same service body on all their trucks, a 13-foot Adkins 54-inch High Pack body with a 9000-series Auto Crane. We use an Industrial Gold gas-powered air compressor



This Ford Transit T350 is upfitted for GPEC's marine service group.



Back view shows van configuration for marine service. Grab-rails, extra lighting, and cooling fan are all directed toward technician comfort, safety and efficiency.

with a 50-gallon tank, and Reelcraft hose reels. Most of the big trucks have either Miller Trailblazer or Miller Bobcat welder/generators."

Accessory rails in and on the service bodies are now standard-issue on all their full-size service trucks.

"We noticed on our old trucks that the first thing the techs did when they were

assigned a new truck was start drilling holes in the body to install hand tool racks, can holders and all the accessories they like to carry," Williams says. "Over time, all those holes allow water to get in, and shorten the life of the body. We now install accessory rails from the get-go, so that they can hang all the stuff they want without reducing the integrity of the body."

A few features on the Adkins bodies are custom-built to Gregory Poole Equipment's standards.

"We didn't want the lights to look like add-ons," he says, "So we had Adkins build custom rear light boxes on the corners of the service body that incorporate double-stacked white and amber LED strobe lights. I also worked with them to see if they could build safety walk-up steps into the rear bumper. There's no reason any tech, much less a 50- or 60-year old tech, should be crawling up over their bumper just to get in the bed or to start their welder. Eventually we came up with a two-step walk-up with a handrail that provides three points of contact as they get in and out of the rear of the truck."

Cabs equipped with "power everything"

The driver's compartment of GPEC's full-size service trucks are also outfitted with techs in mind. The cabs are "deluxe" versions equipped with jumbo, heated mirrors, chrome appearance packages, power "everything," rear-view cameras, and Tiger-Tough seat covers. A few of the trucks have sun visors over their windshield.

"We want our trucks to look as good as the premier service we offer from them, plus, there are safety benefits from some of the appearance options," Williams says. "The sun visors have a nice look, but are actually practical, because some of those windshields are so big that the visors cut down on sun glare for the driver. The rear view cameras are standard on all the trucks because they're just plain practical, as well as a big safety deal, in traffic and on congested job sites."

Gregory Poole Equipment provides laptops to its field technicians to facilitate remote processing of work orders and time entry, as well as access to a full line of tech and support manuals. All service vehicles have either a Jotto Desk or RAM-type computer mount. As more techs adopt iPads or mini-iPads, GPEC provides RAM mounts for those devices. All trucks are equipped with at least a 1,500-watt inverter as well as power strips to charge and power batteries and accessories.

"My goal has been to create consistent units that can be used across multiple divisions," Williams says. "No single truck or van can meet all our service truck needs, but we've proven that if we get the right base units, we can create a range of service trucks and vans that improve our techs' performance, at a lower initial purchase price, and with reduced daily expense for fuel and upkeep."

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



BE THE CLEANEST MAN ON THE JOBSITE.

Pump-free mobile lube equipment by Sage Oil Vac.

At ICUEE? Visit us at booth N2009.



Visit SageOilVac.com



NEWS

Work truck veteran joins fleet safety firm

Craig Bonham has joined Safe Fleet as the company's new vice-president of its work truck business unit.

Industry veteran Bonham, whose appointment took effect July 1, joins his new company from Reading Truck Body, where he was most recently vice-president of sales and business development.

"Craig's reputation for building mutually beneficial relationships, coupled with his extensive work truck industry experience, make him an ideal choice to lead Safe Fleet's Work Truck business unit," Safe Fleet president John Knox said in a news release announcing Bonham's appointment.

Bonham currently serves on the board of directors of the National Truck Equipment Association as a manufacturer trustee, the release noted, adding that he has "an impressive track record of leading organizations through aggressive transformation to deliver rapid sales growth and market share gains."

Headquartered in Belton, Mo., Safe Fleet owns a portfolio of brands providing safety products for fleet vehicles around the world. The work truck business unit delivers such safety solutions as ergonomic lad-



Craig Bonham (center), then the vice-president of business development with Reading Truck Body LLC, talks with Bob Dinallo (left) and Thegen Robbins regional sales managers with hardware makers Eberhard Manufacturing Company during the 2015 International Construction & Utility Equipment Exposition in Louisville, Ky.

der racks, access platforms, and video and telematics applications from such Safe Fleet brands as Prime Design, Randall Manufacturing, ROM, Bustin, Rearview Safety, and Seon.

Before he joined Reading, Bonham worked for 10 years with America's Body Company LLC, which became part of Reading in 2008, his LinkedIn profile notes. For more information about Safe Fleet, visit <https://safefleet.net>.

File photo by Keith Norbury

Power system firm launches reel deal

A new cable reel product line is now available from Wisconsin-based Magnetek Inc.

The reels are "designed to be mounted on moving machinery and used to supply power for the automatic winding of flexible power or control cables," said a news release from Magnetek, which supplies motion control and digital power systems for material handling and other industries.

The company's industrial duty spring reels come in five sizes and "provide a cost-effective, pre-engineered solution" for such general purpose applications as rescue and emergency vehicles, cranes, excavators and welding systems, the release said.

Mill duty spring reels, which come in a "multitude of sizes," are designed for overhead cranes, magnet cranes, and monorails working in "rugged environments" such as mills and foundries.

And Magnetek's motorized cable reels are meant for "long travel lengths" as well as high-voltage applications such as port-gantry cranes, ship-to-shore cranes, log-handling gantry cranes, excavators, and other hoisting equipment, the release said.

"Custom engineered slip ring assemblies are also available for any size or configuration and deliver consistent power to rotating components, ensuring continuous revolution," the release added. "Communication and fiber optic slip rings are also available."

The cable reels can be packaged with any of Magnetek's power and motion-control products.

Magnetek is headquartered at Menomonee Falls in Greater Milwaukee. The company also operates a manufacturing facility in Menomonee Falls as well as in Bridgeville, Pa.

For more information, visit www.magnetekmb.com.



Magnetek's cable reels are designed for long travel lengths and high-voltage applications.

Iconic truck brand turns 100

Ford celebrated a century of truck manufacturing July 27. On that date in 1917, Ford manufactured its first Model TT in response to "Ford customers asking for a vehicle that could haul heavier loads and provide greater utility for work and deliveries," the company recounts in a recent article on its website.

The Model TT kept the Model T cab and engine but had a heavier frame that could carry a one-ton payload. Ford sold 209 Model TTs that first year, at a factory price of \$600.

Fast forward 100 years, and Ford trucks are among the most popular in the world, including in the service truck industry. Ford F series chassis — such as the mid-size F-350, F-450, and F-550 — are often fitted with service bodies from a variety of those manufacturers.

Ford introduced the F series in 1948 and it has gone through several generations since. Among the most recent innovations is the introduction this year of the marine-grade aluminum alloy bodies on the F-Series Super Duty trucks.

The National Ford Truck Club gave a nod to the centennial in its summer 2017 *FordPros* magazine by printing Ford's centennial news release. The club's home page, meanwhile, featured a crane on a service body hoisting a piece of heavy iron.



Ford manufactured its first truck, the Model TT, in July 1917.

Power products firm adds Cyclone lines

Vanair Manufacturing Inc. has acquired the product line of Cyclone Air Power from Sullivan Palatek Inc.

"We are excited to have Cyclone Air Power as an addition to our mobile power solutions," Vanair CEO Ralph Kokot said in a news release on the company's website. "As our company has grown over the years, we have always focused on meeting the needs of our customers. Cyclone Air Power offers another option for customers from our expanding product line."

Cyclone's primary products are power takeoff-driven power systems, "making it a perfect fit with Vanair," the release said.

Cyclone founder Robert Meeker has joined Vanair's sales team as vice-president of Cyclone products. He founded Cyclone in 1994 on New York's Staten Island.

In another recent announcement, Vanair welcomed Greg Kelly as its chief procurement officer. He most recently worked at Shepherd Hardware Products, where he was contract global supply chain director.

Since 1972 Vanair has provided mobile power solutions. It offers extensive lines of mobile air compressors, generators, welders, battery boosters, battery chargers, hydraulics and engine starting equipment.

For more information about Vanair, which is based in Michigan City, Ind., visit vanair.com.

Two new hires

Two new hires have been added to the roster of service vehicle manufacturer Iowa Mold Tooling Co. Inc.

The company, based in Garner, Iowa, announced the hiring of Derek Smuck as a sales associate, and of Jeff Nelson as a sale engineer, in a recent press release.

A native of Mason City, Iowa, Smuck will coordinate the promotion and administration of direct, national, and fleet accounts.

Nelson meanwhile will be responsible primarily for working cross-functionally within IMT and its distribution network to support the sale of lube trucks. He and his family recently moved to Belmond, Iowa from the Chicago area.

A recent graduate of the Iowa State University, with a bachelor's degree in liberal arts and sciences, Smuck was a student manager of the men's basketball team while there.

Nelson has a master of science degree from Central Michigan University, and a bachelor's degree in communications from Grand View College in Des Moines, Iowa.

An Oshkosh Corporation company, IMT also manufactures such products as truck-mounted cranes and air compressors.

For more information, visit www.imt.com.



Derek Smuck



Jeff Nelson

speccking trucks *continued from cover*

Photo by DCom/iStockphoto.com

"I field a lot of questions from those mechanics, who don't understand what was purchased and why it was purchased," said Weiser, who gave at the Work Truck Show's Green Truck Summit in Indianapolis this March a run-down of his top tips for speccking trucks to boost performance and efficiency. "As many of the stakeholders as you can get involved in the process, the better and smoother the process is going to go."

"When you're talking about vehicles, the best thing you can do is get your folks in your internal network to start using terms that are standard terms. It makes your job easier because you have clear, concise language."

— Steve Weiser, fleet manager and procurement specialist, ComEd

Think about standardization

In his work with private companies and public agencies looking to save money and streamline their operations, Weiser has urged fleet managers to think about standardization. When thinking about specifications, he said that means sorting out a small number of configurations that could work well for different types of jobs, and different working conditions.

Scaling down variations on different vehicles is a matter of prioritizing needs over wants, Weiser said.

"Standardization should be about the truck, the chassis, the things you can pull together to allow you to purchase in volume to help you leverage your costs," he said.

Equally important is making sure everyone involved in the speccking process is speaking the same language. One of Weiser's favorite examples: just how many names people can have for the same type of vehicle. A single vehicle might be called a pie wagon, a bread truck, a pipe van, and a work van.

The industry standard for that type of vehicle: a step van.

"When you're talking about vehicles, the best thing you can do is get your folks in your internal network to start using terms that are standard terms," he said. "It makes your job easier because you have clear, concise language."

Push terminology to the top

To get everyone within your organization on the same page, it's important to "push up" those ideas, strategies or terminology to the top of the company, said Weiser, whose own company, a subsidiary of Exelon Corporation, provides electric service to about 3.8 million customers across northern Illinois.

"Once folks in management or executive roles understand those key concepts and use them, it trickles down relatively quickly," he said.

Writing good specs is also dependent on having a strong network both inside your company and out. Internally, that means getting people up and down the supply chain involved in outlining the needs for a new vehicle, along with managers and the end users – drivers and mobile mechanics.

Outside the company, Weiser recommends improving communication with manufacturers, upfitters, end-point vendors or anyone else with a stake in the process. All of that networking could make a big difference down the road, if you need a quick response for a new order or a repair.

It's also part of a thorough research process, which involves combing the manufacturers' and upfitters' websites for the information you need to write clear specifications.

When it's time to put together a plan, companies should work in an Excel spreadsheet, Weiser advises. That way, people can put notes or suggestions in the margins, and new items can be easily added or deleted without disrupting the rest of the outline.

Make documents available

He said it's also important to have an easily accessible document so there's plenty of information on hand if important members of your team leave during the speccking process. Document when particular directions or orders were added, and who approved them.

"For some of these trucks, the turnover of the lead time can be eight to 12 months," he said. "In that period you may have some key managers or executives leaving, and then the expectations change."

Finally, when it's time for the truck to be put together, track your vendor's progress closely. Weiser suggests checking out the progress on the first vehicle being upfitted as part of a larger order to head off any problems.

"Once they get the first one done, you can repeat that process," he said.

Erin Golden is a writer based in Minnesota.



Think about standardization when speccking trucks, says fleet procurement specialist.



CRITICAL PREHEATING FROM EBERSPÄECHER

Don't let winter conditions keep you off the road. Trust Eberspäeche heaters to keep you warm and keep your engine running smoothly. Eberspäeche'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

 **Eberspäeche**

APPOINTMENTS

AEM names new senior VP

Curt Blades has been named the senior vice-president of agricultural services for the Association of Equipment Manufacturers.

Blades "will serve as primary liaison with ag-specific industry organizations, customer groups and government agencies, both in North America and worldwide," said news release from the AEM.

He replaces Charlie O'Brien who announced his retirement in April.

Blades had previously worked with Meredith Corporation since 2002, most recently as group business development director and as part of its Agrimedia business unit's strategic leadership team.

"He has a strong agricultural and management background and while we had some big shoes to fill with Charlie's departure, we are confident that Curt will help us achieve continued success," AEM president Denis Slater said in the release.

That background includes growing up on a 5,000 acre farm in Missouri, being involved in Future Farmers of America and 4H, and earning a bachelor's degree in agricultural economics from University of Missouri and a master's degree in agribusiness from Kansas State.

Before O'Brien joined the AEM in 2007, he "held positions of increasing responsibility with John Deere Credit," the release noted.

"He played a critical strategic role for AEM and his dedication is evident in the growth of our Ag sector programs and services during his tenure," Slater said.

The AEM's more than 900 members include dozens of companies in the service truck industries.



Curt Blades



Charlie O'Brien



AEM elects new directors of construction equipment

The Association of Equipment Manufacturers has elected two directors to its construction equipment sector board to fill unexpired terms.

The new directors are Philip Kelliher, vice-president for Americas and the Europe distribution services division of Caterpillar Inc., and David Thorne, senior vice-president of worldwide sales and marketing, for the construction and forestry division of Deere & Company.

"AEM benefits from the support of our member companies and the leadership talents of our board members, who are selected to reflect an industry cross-section," AEM president Dennis Slater said in a news release this summer. "Their dedication helps ensure association programs continue to meet member and industry needs, and we welcome Phil's and David's knowledge and participation."

Kelliher has been with Caterpillar since 1994. He began his career in Australia and later served in Latin America. He has held managerial and marketing positions with Caterpillar.

Thorne, who has been with Deere since 1997, has had management, sales, and marketing roles with the company.

The AEM represents more than 950 companies in construction- and agriculture-related sectors, including dozens of makers of service trucks and their accessories. For more information about the AEM, visit www.aem.org.



Philip Kelliher



David Thorne



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



Spartan Service truck body is among the products of Supreme Industries Inc.

Indiana semi-trailer maker buys truck body company

Truck body maker Supreme Industries Inc. has entered into an agreement to be acquired by Wabash National Corporation, according to a news release on the Supreme website.

The transaction is valued at about \$364 million.

Supreme's products include its Spartan Service truck body, a cutaway body featuring compartments and custom shelving that also "provides shelter from the elements," according to a posting on the Supreme website.

Under the deal, Supreme stockholders would receive \$21 per share in cash, the release said. The company is based in Goshen, Ind.

Supreme shares trade on the NYSE MKT exchange.

Based in Lafayette, Ind., Wabash manufactures such products as semi-trailers, tank trailers, and other truck and aviation equipment.

More information about Supreme can be found at supremecorp.com.



All-electric van poised for delivery

A California-based startup backed by Chinese investors is promising to deliver its all-electric medium commercial vehicle to the market this fall.

Chanje Energy, which is based in Los Angeles, said in a recent news release that it will introduce the vehicle — which in company videos look like an elongated high-roof van — "at mass scale in the U.S. market." The company says it "already has volume orders" for the vehicle, which will be delivered later this year.

Ryder Systems announced in mid August that it has placed an order for Chanje vehicles and would become its exclusive sales partner, according to articles in the business press.

Technology and investment for Chanje is from Hong Kong-based FDG Electric Vehicles Limited, the release said.

"FDG and other partners combined have invested nearly \$1 billion USD in bringing the medium-duty EV to market," the release added.

The Aug. 10 release also announced additions to the executive team of Chanje, which is a privately held U.S.-registered corporation. Among those new executives are two former Tesla Inc. employees — Jeff Robinson, Chanje's vice-president of manufacturing; and James Chen, Chanje's



Los Angeles-based Chanje promises delivery of its medium-duty all-electric commercial vehicle by this fall.

VP and general counsel.

Tesla founder Elon Musk has promised that Tesla would launch an all-electric semi-trailer truck this September.

Earlier this year at the Work Truck Show in Indianapolis, Mitsubishi Fuso introduced an all-electric class 4 urban delivery van, the eCanter, which is to have a soft launch this year.

Chanje's first vehicle, which has 6,000 pounds of capacity, is also aimed directly at that urban delivery market.

"The average urban delivery route in the U.S. is 70 miles a day, making last mile delivery a perfect market for electric mobility," the Chanje release said.

The company also plans to "introduce a full range of electric models including larger trucks and shuttle buses in a variety of lengths and capacities, all aimed at the urban vehicle segment."

For more information on Chanje, visit www.chanje.us.

Texas firm acquires Masterack

The maker and distributor of Masterack products has a new owner.

J. B. Poindexter & Co. Inc. announced its purchase, through a subsidiary, of CVP Group LLC in a news release this August.

Now renamed Masterack LLC, the company "has served the commercial vehicle market since the 1960s with commercial-grade interiors and ladder racks designed to meet the needs of fleet customers," the release said.

Masterack products also include shelving packages, cab partitions,

and drawers and cabinets, according to its website.

Headquartered in Decatur, Ga., Masterack will operate as an independent business unit of its new parent company. Masterack also has a manufacturing plant in Social Circle, Ga., as well as five company-owned installation facilities in the U.S.

"The Masterack brand is well established in its market and is among the leaders in product quality and innovation," the news release quoted John Poindexter, CEO and founder of JBPCO, a privately held

company based in Houston, Texas.

"It is a natural fit with our portfolio of commercial vehicles."

JBPCO acquired service body maker Reading Truck Group in November 2015. Among the JBPCO's other holdings is truck-body manufacturer Morgan Corporation, which like Reading is based in Berks County, Pa.

Poindexter employs about 6,000 team members in the U.S. and three other countries.



New PC13 cord reel LED light has a 50,000-hour rating.

Cord reel now features LED

An industrial-grade LED light is now available on the PC13 cord reel from Coxreels.

The light includes such features as an internal light diffuser, adjustable steel hooks "for hands-free placement," and shatter-resistant polycarbonate lenses, says a news release from Coxreels.

The new light has a 50,000-hour Underwriters Laboratory rating, the release notes. Made in the United States, the LED is manufactured with 5000K light color.

For more information on Coxreels, which is headquartered in Tempe, Ariz., visit www.coxreels.com.

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

NEW PRODUCTS



The new 11-foot Dominator III has a 25-foot crane.

New 11-foot mechanics truck revealed

A new 11-foot Dominator mechanics truck has been introduced.

Manufacturer Iowa Mold Tooling Inc. announced the new iteration of its trademarked Dominator series in a news release this June.

The new truck includes a 25-foot, 12,000-pound telescopic crane.

"We took the same approach with the 11-foot version of the Dominator III as we did with the 14-foot — provide a reliable, durable service truck with high-performance capabilities," the release quoted IMT general manager Jim Hasty.

The aim is to pair the increased lifting capacity of the crane with "a lighter, maneuverable body."

The 11-foot Dominator III can work in tighter quarters than the 14-foot version, "maintaining stability and providing extra

lift performance in critical work zones," the release said. Market demand for a maneuverable truck drove development of the shorter body.

"The 11-foot body paired with the 12,000-pound crane offers operators enhanced flexibility on the worksite without sacrificing lifting capacity," Hasty said. "Customers will find that the new 11-foot Dominator III is an economical solution that has all the quality and options they've come to expect from IMT."

IMT, which is headquartered in Garner, Iowa, reduced the crane's weight by 440 pounds while increasing its rating to 81,000 foot-pounds.

For more information about IMT, which is an Oshkosh Corporation company, visit www.imt.com.

Composite body weighs in

Trademarked EverLast line bodies from BrandFX Body Company weigh about 60 percent less than "similar conventional steel bodies," says a recent news release from the manufacturer.

The EverLast bodies "are specially molded using a proprietary composite fabrication process," according to the company. The process ensures long-term performance and durability, the release noted. And the light weight of the bodies can save thousands of dollars on fuel costs over the long term, while reducing stress on the suspension, tires, and brakes.

That reduced weight also enables extra load capacity and "in some instances" allows downsizing to a lower gross vehicle weight rated vehicle.

"Additionally, the proven durability and rugged construction of BrandFX EverLast line bodies allows for the safe integration of aerial devices and service cranes from all leading equipment manufacturers," the release said.

The bodies are fitted for 60-, 84-, 102-, 108-, and 120-inch cab-to-axle chassis and "are readily available for both standard and tandem-axle truck chassis."

According to BrandFX — which is based in Fort Worth, Texas — the EverLast bodies are as strong as steel and stronger than aluminum but are also corrosion- and oxidation-resistant. The molded construction means the bodies have rounded edges, which are safer and more aerodynamic.

"More importantly, these line bodies will not dent, rust, crack or peel — even under the most hard-hitting working conditions — and will maintain their quality finish for a sleek, professional appearance," the release said.

The bodies are so durable that they typically outlast the chassis and can be easily "reinstalled on virtually any new chassis."

For more on BrandFX, visit <http://brandfxbody.com>.



EverLast line bodies from BrandFX Body Company are safer and more aerodynamic, the company says.

Controller/wire feeder simplifies job-site setup

The trademarked Apex 30M mechanized controller for orbital welding from Lincoln Electric "offers digital control and wire feeding packaged as a single unit," says a news release from the manufacturer.

Portable and lightweight, the Apex 30M can be positioned up to 100 feet from the power source "while still giving the operator full system access through the pendant," the release said.

That allows the operator "to focus on the weld, not the equipment," the release quoted Carlos Richmond, Lincoln's product manager of mechanized automation.

The controller is a "versatile solution" for applications in the field and shop. Those applications include power generation, process piping, and construction as well as maritime and structural applications.

"The new system offers portability and versatility of use and greater efficiency for achieving superior orbital MIG welds," Richmond said.

For example, the Apex 30M can be combined with a trademarked Helix M85 orbital weld head and trademarked Power Wave S series welder.



Apex 30M mechanized controller is shown with a Helix M85 weld head and Power Wave S500.

"On the job, this compact unit eliminates additional equipment, such as cranes, fixtures and platforms and simplifies cable management for easy portability," the release said of the Apex 30M. "And, it requires minimal setup."

For more information on Lincoln Electric, which is headquartered in Cleveland, visit www.lincolnelectric.com.

Another compressor added to Van Series

A new underhood rotary screw air compressor for the Ford Transit EcoBoost commercial van offers up to 30 cubic feet per minute of air at 100 percent duty cycle.

The Van Series Underhood30 from VMAC Global Technology Inc. weighs just 62 pounds, making it "perfect for light duty applications," says a recent from the manufacturer. It also provides 50 percent more output than a bulkier and heavier standalone compressor, according to the company.

"We've seen tremendous growth in the commercial van industry in North America, as businesses introduce vans into their fleets," VMAC marketing manager Mike Pettigrew said in the news release.

The company — headquartered in Nanaimo, B.C. — had previously released Van Series Underhood30s for Ford, GMC, Chevrolet, Ram, and Mercedes-Benz models.

VMAC has worked closely with van manufacturers to ensure that their warranties remain intact with the installation of the compressors.

Since the Van Series compressors are installed under the hood, the cargo area isn't exposed to toxic fumes or at risk of gas fires.

"Moreover, without the need to lift and move a heavy piece of machinery in the van's cargo area, operators are less likely to suffer from lifting injuries," the release added.

For more information, visit www.vmacair.com.



Van Series Underhood30 is "perfect for light duty applications."

ServiceTruck
THE MAGAZINE FOR MOBILE REPAIR AND MAINTENANCE

**6 Issues per year
only \$36⁰⁰**

SUBSCRIBE TODAY

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

NEW PRODUCTS

PTOs receive updates

Indiana-based Muncie Power Products Inc. has recently updated three series of power takeoffs.

Updates earlier this year to the 82 series PTO, for example, included creation of a new housing "allowing for a five-assembly to be offered in addition to its one- and three-assembly options," said a news release from Muncie.

The five-assembly also allows clearance for direct mounting of a piston pump. The dual air-shaft cylinder on the 82 series was also changed to fit Eaton's UltraShift Plus transmission.

The CS40/41 and CS10/11 became rated, as of July 2016, up to 4,000 r.p.m. because of improved bearings, the release noted. As a result, they can be used with water pumps for fire and rescue applications.

Headquartered in Muncie, Ind., about 60 miles northeast of Indianapolis, Muncie Power Products has been serving truck equipment markets since 1935.

For more information on Muncie products, visit www.munciepower.com.



Muncie's 82 series PTO has a new housing that allows for a five-assembly.



CS10/11 series PTO is now rated up to 4,000 r.p.m.

Tire maker re-enters OTR space

Continental Corporation is entering the North and South American markets for off-the-road tires for the first time in a decade.

The company is re-entering the OTR/earthmover segment of commercial specialty tires in the U.S., Canada and Mexico, as well as Brazil and markets in the Andean region, said a news release from Continental, which is headquartered in Hanover, Germany.

Dealer enthusiasm was among the factors behind the company's decision, the release said.

"From a tire dealer's perspective Continental is a great partner," the release quoted Dan Rice, president of Piedmont Truck Tires, a longstanding Continental truck tire seller founded in 1978 and which has nine locations in and around the Carolinas. "Continental has trouble-free products at fair prices that allow the dealer

to make money and still offer a great value to the customer. We're all very excited to see them bring OTR back into the mix," Rice added.

The OTR/earthmover product segment is part of Continental's "rapidly evolving" Commercial Specialty Tires business unit, the release said.

Adding that segment will enhance the unit's reputation as a supplier of material handling tires for forklifts, containers, airports, and ports.

Initial plans call for rolling out four tire sizes with more to be added over the coming months and into 2017.

To celebrate the re-entry of those products in the American markets, the company scheduled an employee event at Continental's U.S. headquarters in Fort Mill, S.C. on Aug. 2.

Scheduled activities included a cookout and displays of a Caterpillar 980 loader and an OTR tire service truck.



Continental Tires is re-entering the American markets for off-the-road/earthmover tires.

Bluetooth stereo made for heavy-duty work

A new Bluetooth stereo has been released for the heavy-duty market.

The JHD36A Bluetooth stereo from ASA Electronics has a 12-volt DC power connection, 180-watts of maximum power, and a "conformal coating" to protect its components from the elements, said a news release from ASA, which is based in Elkhart, Ind.

A built-in app control enables system controls and hands-free call from any tablet or smartphone, the release said.

"It is also Sirius XM ready so it appeals to a large market," the release quoted Mark Wojtys, HD industry manager at ASA Electronics.



JHD36A Bluetooth stereo is ready for Sirius XM radio.

New seat covers for vans

New seat covers for commercial vans from Ranger Design Inc. are made from trade-marked Cordura fabric, which is puncture- and tear-resistant.

The seat covers are also urethane coated "for additional protection against fluid spillage and stains," said a recent news release from Ranger Design.

The covers, which have a tight custom fit for each vehicle, can be installed easily in less than 30 minutes for each set. They are also machine washable.

Ranger guarantees that the covers will stay in place without wrinkling, shifting or folding, and they won't interfere with factory seat functions such as air bags and heating.

For more information about Ranger Design, which is based in Ontario, N.Y., visit www.rangerdesign.com.



New covers are made with puncture- and tear-resistant fabric.

New warning lights launched

Optronics International has introduced its first line of LED directional warning lights, a "family of nine white and amber directional warning lamps," the company said in a news release.

The lamps — designed for work trucks, and maintenance and service vehicles — "warn of traffic hazards such as a lane blockage or slow-moving vehicles," the release said.

According to the company, the lights meet Society of Automotive Engineers standards for those vehicles.

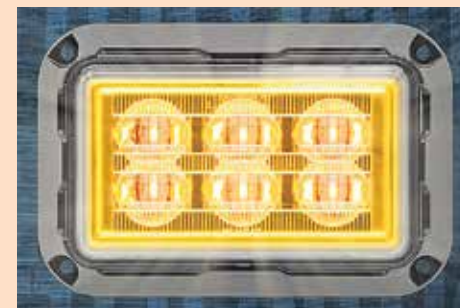
"The field performance characteristics for existing directional warning lamps are less than stellar," release quoted Brett Johnson, president and CEO of Optronics International. "We've engineered lamps with superior quality, that will live up to the challenges they will encounter."

The lamps have "sonically welded and watertight" polycarbonate lenses that meet the International Electrotechnical Commission's IP67 standard, according to Optronics. A solid-state, surface-mount device design "guards electronic components against moisture, shock and vibration," the release said.

Each lamps feature 12 sync-capable flash patterns and includes surface-mounting and recessed mounting solutions, as well as a light bar design with an aluminum housing, the release added.

Founded in 1972, Optronics International is headquartered in Tulsa, Okla.

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



Optronics directional warning lights feature 12 sync-capable flash patterns.

CALENDAR OF EVENTS

SEPTEMBER 2017

Sept. 12-14, 2017

AEM/AED Forum: Drivers of the Industry
Loews Chicago O'Hare Hotel Rosemont, Ill.

"The three-day event will allow manufacturers and dealers the opportunity to learn about current industry trends and the latest issues facing the heavy equipment industry."

<https://www.aem.org/events/conferences-and-seminars/>

Sept. 14, 2017

Lift & Move USA

Buchanan Hauling Indianapolis, Ind.

"Find a great career in the crane, rigging and specialized transport industries."

<http://www.liftandmoveusa.com>

Sept. 17-19, 2017

Tennessee Trucking Association
86th Annual Convention

Hilton Sandestin Beach Golf Resort & Spa, Destin, Fla.

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

Sept. 17-19, 2017

Intermodal Expo

Long Beach Convention Center, Long Beach, Calif.

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

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



Attendees at the 2015 NTEA Truck Product Conference check out a Chevrolet low cab forward chassis. The 2017 version of the event takes place Sept. 26-28 at the Sheraton Detroit Novi Hotel.

Sept. 17-20, 2017

Railway 2017 Interchange

Indiana Convention Center, Indianapolis, Ind.

"Railway Interchange is the largest combined railway exhibition and technical conference in North America."

<http://railwayinterchange.org>

Sept. 17-21, 2017

Commercial Vehicle Safety Alliance
Annual Conference & Exhibition

Yukon Convention Centre, Whitehorse, Yukon

"By exhibiting and actively participating at our event, you will learn about the changing rules and regulations that affect industry."

http://www.cvsa.org/events/events_list_2015.php

Sept. 18-20, 2017

SAE 2017 Commercial Vehicle Engineering Congress
Crowne Plaza Chicago O'Hare & Conference Center, Rosemont, Ill.

"ComVec 17 is the central forum for the community that develops vehicles and equipment spanning the on-highway, off-highway, agricultural, construction, industrial, military, and mining sectors."

<http://www.sae.org/events/cve/>

Sept. 20-22, 2017

Specialized Carriers & Rigging Association
Crane & Rigging Workshop

Sheraton Kansas City Hotel at Crown Center, Kansas City, Mo.

"This meeting places a strong emphasis on safety issues, regulatory and legislative updates as well as networking opportunities."

<http://www.scranet.org/SCRA/Events/>

Sept. 23-29, 2017

National Safety Council Congress & Expo
Indiana Convention Center, Indianapolis, Ind.

"The National Safety Council Congress & Expo offers prime networking opportunities to help you build business relationships and have fun while you're at it."

<http://congress.nsc.org/nsc2017/Public/Enter.aspx>

Sept. 25-30, 2017

North American Commercial Vehicle Show
Georgia World Congress Center, Atlanta, Ga.

"Leading manufacturers of commercial and special vehicles, as well as producers of parts and components will present their wide range of products."

<http://nacvshow.com>

Sept. 25-28, 2017

CeMAT Canada

International Centre, Mississauga, Ont.

"Connect with Canada's high-skill, high-tech manufacturing sector."

<http://www.cemat.de/en/exhibition/cemat-events-worldwide/cemat-canada/>

Sept. 26-28, 2017

NTEA Truck Product Conference

Sheraton Detroit Novi Hotel, Novi, Mich.

"For well over two decades, the Truck Product Conference has provided the forum for gaining insights into truck chassis innovations and changes that impact the upfitting of multi-stage commercial vehicles."

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

OCTOBER 2017

Oct. 1-4, 2017

American Association of Port Authorities
Annual Convention and Expo

Long Beach Convention Center, Long Beach, Calif.

"The premier gathering of the seaport industry."

<http://www.aapa-ports.org>

Oct. 3-5, 2017

International Construction
& Utility Equipment Exposition

Kentucky Exposition Center, Louisville, Ky.

"ICUEE, also known as The Demo Expo, is the premier event for utility professionals and construction contractors to gain comprehensive insight into the latest technologies, innovations, insights, and trends affecting their industry."

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

Oct. 3-5, 2017

CanWEA Annual Conference & Exhibition

Palais de Congres, Montreal, Que.

"Don't miss this rare opportunity to meet industry experts."

<http://windenergyevent.ca>

Oct. 5-7, 2017

Service Specialists Association Convention

Hyatt Regency Tamaya Resort & Spa,

Santa Ana Pueblo, N.M.

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

Oct. 9-11, 2017

Offshore Energy Exhibition & Conference

Amsterdam RAI Exhibition and Convention Center,
Amsterdam, The Netherlands

"With the industry in transition OEEC offers offshore energy professionals the ideal meeting place to network, discuss and learn about the future of energy."

<https://www.offshore-energy.biz>



The biennial International Construction & Utility Equipment Exposition returns to Louisville, Ky., Oct. 3-5.

Oct. 15-18, 2017

International Combustion Engine
Fall Technical Conference

Doubletree by Hilton Seattle Airport, Seattle, Wash.

"All offers relating to the internal combustion engine, or interfaces with internal combustion engines, are accepted for rigorous review by experts in the field."

<https://www.asme.org/events/iccf>

Oct. 17-19, 2017

Breakbulk Americas 2017

George R. Brown Convention Center, Houston, Texas

"Exhibitors and sponsors include specialized ocean carriers, freight forwarders, ports/ terminals, logistics providers, ground transportation, heavy air, export packers, equipment companies and more."

<http://www.breakbulk.com>

Oct. 19-21, 2017

Crane Industry Council of Australia
Exhibition & Crane Display

Adelaide Convention Centre, Adelaide, South Australia

"Elevate your thinking."

<http://conference.cica.com.au/>

Oct. 21-15, 2017

American Trucking Associations
Management Conference & Exhibition

Orange County Convention Center, Orlando, Fla.

"The premiere meeting for trucking executives each year."

<http://mce.trucking.org/#aboutmce>

Oct. 23-25, 2017

Canadian Transportation Equipment Association's
54th Manufacturer's Conference

Caesars Windsor Windsor, Ont.

"The Canadian Transportation Equipment Association's Annual Conference and Trade Fair is an opportunity for trailer and vocational truck manufacturers, their dealers, suppliers and service providers to gather and network."

<https://ctea.ca/>

Oct. 24-25, 2017

NTEA Executive Leadership Summit
Chicago Marriott O'Hare Hotel, Chicago, Ill.

"Insights into the economic, regulatory and business trends affecting work truck industry companies."

<http://www.ntea.com/NTEA/Events/>

Oct. 24-26, 2017

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

"The resurging North American automotive industry is reflected in the fact that Automotive Testing Expo North America 2017 is set to be even bigger and better than in recent years."

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



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



Backed by our 7 year warranty

Designed from experience since 1962 and built to a higher
standard of quality, each of our truck bodies is crafted to
make sure your job is done smoothly, effectively and safely.

Wilcox Bodies are built to last.

That means they are built to a higher standard -

The Wilcox Standard.

www.wilcoxbodies.com

TOLL-FREE

1-888-294-5269



SUMMIT

REACH FOR THE PEAK!

TRUCK EQUIPMENT



Our man bucket service trucks help you reach higher levels of service and safety.



ELEVATE YOUR SERVICE FLEET WITH THE SUMMIT ADVANTAGE!

CUSTOM MANUFACTURING - Truck bodies designed to fit your application.

WORK-READY TRUCKS - Largest inventory of work ready service trucks in North America!

ADVANCED SAFETY SYSTEMS - Safeguard personnel and equipment with industry leading safety systems.

FACTORY DIRECT SALES - When you buy a Summit you are buying factory direct.

IN-HOUSE FINANCING - Finance programs tailored to the field service industry.

NATIONWIDE SERVICE - Summit factory supported network of service providers to keep your bodies performing in the field.



VIEW OUR INVENTORY ONLINE OR CONTACT YOUR REGIONAL SALES REPRESENTATIVE

990 Vernon Rd. Wathena, KS 66090 • 888-780-9076 • www.summitbodies.com