

SPEC MY TRUCK

Check out Casey Moro's rig, page 16

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Service Truck

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Volume 4 Issue 6

NOVEMBER/DECEMBER 2017 \$8.00

MATERIALS SCIENCE

Coatings offer protection

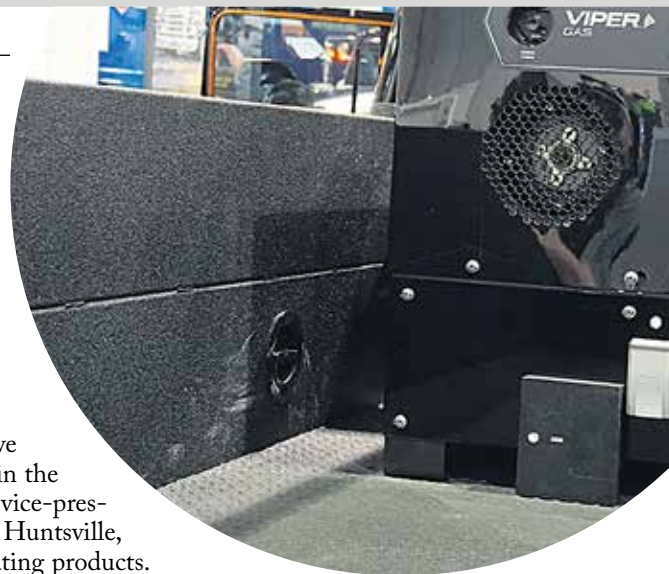
Innovations in chemistry help prevent peeling, chipping, and slipping while reaching for tools

ERIN GOLDEN

Whether it's time to buy a new vehicle or just update the look of one already in their fleet, many people in the service truck industry are looking for something with more than just a fresh coat of paint.

Increasingly, service bodies are getting outfitted with a high-tech protective coating that can help guard against weather and heavy use. Unlike paint, it won't chip or peel — and it can provide practical help, like ensuring you won't slip while you're rooting around for tools the truck.

"Not only in service trucks but in general, we see that paint is not preferred much anywhere in the high-wear service environment," said Terry Pe, vice-president for protective coatings at Line-X LLC, a Huntsville, Ala., company that specializes in protective coating products.



continued on page 7

ICUEE WRAP

Sun shines on Demo Expo

Fair weather blesses the International Construction & Utility Equipment Exposition in Louisville, Ky.

STORY AND PHOTOS BY KEITH NORBURY

Service truck-related exhibitors and attendees at the biennial International Construction & Utility Equipment Exposition in Louisville, Ky., this October offered a range of opinions on the show's success.

For the most part, first-timers at ICUEE — held Oct. 3-5 at the Kentucky Exposition Center — had glowing assessments of the show and were impressed by the attendance. Most, but not all, veteran attendees at the event reported that attendance was down, although many of them were impressed by the quality of visitors to the show.

continued on page 18



Charlie Horton staffs the Eby Truck Body stand at ICUEE 2017.

ENGINE TECH

Bulk filtration promoted

Experts extol its benefits for modern diesel engines

MATT JONES

In order to achieve reduced emissions, diesel engines had to evolve and change during the progression from tier 1 to tier 4 Environmental Protection Agency standards. These sophisticated engines also require more sophisticated fuels and filtration, say industry experts.

"Engines have evolved," said Scott Grossbauer, global director for clean and fuel and lubricant solutions with the Donaldson Company Inc. "They need cleaner fuel — that relates to not only the clearances inside of the injectors, for example, but it's also the pressures that the injectors are running at. They're higher and higher from, and evolved from, previous engines, so the fuel needs to be cleaner and cleaner."

Grossbauer was among the presenters at an educational session on this subject at ConExpo-Con/Agg in Las Vegas in March. Titled "Diesel Fuel Cleanliness & Tier 4 Requirements: Why Bulk Fuel Filtration is Needed in Today's Diesel Engines," the session

continued on page 30



Bulk filtration cleans fuel before it ever goes into a fuel tank.

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IT'S CALLED THE WORK TRUCK SHOW FOR A REASON



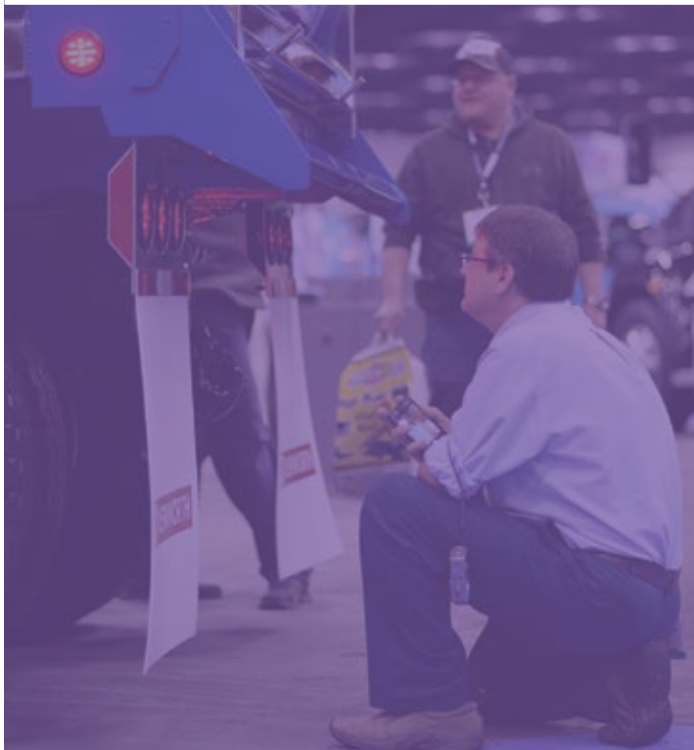
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Subscriptions info@servicetruckmagazine.com
Toll free 1-866-260-7985 • Fax +1.250.478.3979
www.servicetruckmagazine.com

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

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

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NEWS

File photo

Work Truck Show registration opens

Registration is now open for the 2018 Work Truck Show taking place in Indianapolis in March. To find out more about the many registration options, visit www.worktruckshow.com/waystoregister. The annual event takes place March 6-9 at the Indiana Convention Center, its venue for the last several years. The show opens March 6 with the Green Truck Summit, Fleet Technical Congress, and educational sessions. The exhibition hall is open March 7-9. The National Truck Equipment Association, which organizes the show, has arranged discounted rates at nearby hotels for the event. More information on that is available at www.worktruckshow.com/hotelandtravel.

Crew packs up the Stellar Industries booth at the end of the 2017 Work Truck this March.



Former CIA chief to speak at 2018 Work Truck Show

A former director of the Central Intelligence Agency and the National Security Agency will be the keynote speaker at the 2018 Work Truck Show in March. Michael Hayden, who is also a retired four-star general, is slated to speak at the show's President's Breakfast and annual general meeting on March 8, said a news release from the NTEA — the Association for the Work Truck Industry, which organizes the show. The Work Truck Show takes place March 6-9 at the Indiana Convention Center in Indianapolis. The show's educational sessions, Green Truck Summit, and Fleet Technical Congress start on March 6. The exhibit hall is open March 7-9. General Hayden directed the two premier intelligence agencies of the U.S. from 1999 to 2009 during two presidential administrations, the news release noted. In that time, he "was on the frontline of global change, the war on terrorism and the growing cyber security challenge," the release said. "He understands the dangers, risks and potential rewards of the political, economic and security



General Michael Hayden

situations our country — and the world — are currently facing." The general also served as his country's first principal deputy director of national intelligence and was the highest-ranking military intelligence officer in the nation. "This is one of the most relevant keynote addresses you will have the opportunity to hear," the release quoted Todd Davis, 2018 NTEA convention chairman, and vice-president of Phenix Enterprises Inc. "General Hayden is an expert on intelligence matters like cyber security, government surveillance and geopolitics, and he has dedicated his life to protecting both American security and liberty. He will offer an invaluable leadership perspective on navigating through key challenges industry businesses face today." Currently a principal at the Chertoff Group and a distinguished visiting professor at George Mason University Schar School of Policy and Government, General Hayden has frequently provided expert commentary for major new outlets and publications. He was featured on Showtime's The Spymasters, which looked at CIA directors, and on HBO's Manhunt, about the secret war against Osama bin Laden. A separate ticket, not included in any of the show's registration packages, is required for the President's Breakfast, which is sponsored by Ford Commercial Vehicles. To purchase a ticket, to register for the show, or for more information, visit www.worktruckshow.com.



COOL TOOL

Make your own dry ice

Need to shrink a bushing or bearing race when you're miles from civilization? If you've got a pressurized bottle of carbon dioxide (CO2) and a dry ice machine, you can make a block of -109 degree F dry ice in a few minutes. Put that block of dry ice in a cooler with the piece of metal that needs to be shrunk and you'll soon be moving on to the next phase of repairs. Small boxes with regulators that will form a block of dry ice when connected to a pressurized bottle of CO2 are available on eBay for as little as \$500.

— Dan Anderson



File photo

A bottle of CO2 and combined with a dry ice maker producers bricks of dry ice to shrink bushings and pins for easier installation.

NEWS

Updated guide covers drivers' medical issues

A new edition of an unofficial guide to medical certification for commercial drivers has been published.

Titled *The DOT Medical Examination: An Unofficial Guide to Commercial Drivers' Medical Certification, Sixth Edition*, the book "collates the most recent 'official' guidance from the Federal Motor Carrier Safety Administration (FMCSA) recommendations from FMCSA advisory groups (that have been formally adopted), and the medical literature, and clarifies many of the confusing issues that have arisen from the National Registry of Certified Medical Examiners," said news release from the publisher, OEM Press.

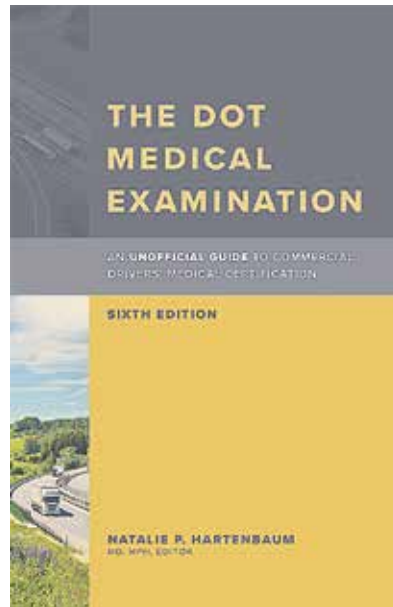
Edited by Natalie P. Hartenbaum MD, the 356-page sixth edition sells for \$160 in a package that includes paperback, ebook, and updates.

The ebook version, which will be updated twice a year, is accessible only online and not downloadable, says a posting on the OEM Press website.

"The book includes important updates on sleep apnea, seizures and hearing exemptions, diabetes exemptions, substance abuse, and an expansive frequently asked questions (FAQs) section," the release said.

Dr. Hartenbaum's credentials include a master's of public health degree in occupational medicine, a fellowship with the American College of Occupational and Environmental Medicine, and certifications with the American Board of Preventive Medicine in Occupational Medicine and the American Board of Internal Medicine, the release said.

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



Sixth edition of unofficial guide to commercial drivers' medical certification was published this August.

Chassis sales soar in July compared with July 2016

Commercial truck chassis sales in Mexico and the U.S. increased 14.6 percent in July 2017 compared with July 2016, according to a recent monthly chassis report from the NTEA — the Association for the Work Truck Industry.

"Sales rose in all cab-type segments except cutaways, which decreased slightly," said a news release from the NTEA announcing the report.

Canadian sales increased even more — to 19.3 percent in July compared with the previous July — for all cab types, the release noted.

NTEA members can access the report for free from the association's website. For more information, visit www.ntea.com/chassisreportoverview/.



Annual Work Truck Show announces 2018 schedule

More than 60 educational opportunities will be offered at the 2018 Work Truck Show in Indianapolis in March.

NTEA — the Association for the Work Truck Industry, which organizes the annual event, announced the lineup for the show in late October.

What the association is calling Work Truck Week takes place March 6-9 at the Indiana Convention Center. The show's Green Truck Summit and Fleet Technical Congress begin March 6 as do other educational sessions. The exhibit hall is open March 7-9.

Educational sessions at the Work Truck Show and Green Truck Summit include the following:

- Specification Preparation: Improving Your Processes;
 - Partnering with Procurement to Enhance Your Decision-Making in Complex Technical Bids;
 - Lean 101: Straightforward Approach to Lean Implementation for Truck Equipment Upfitters;
 - The Conflict Between What We Believe and What the Fleet Data Says;
 - I Hired Workers But Human Beings Showed Up — Now What?;
 - Expected Improvements in Work Truck Efficiency Through Connectivity and Automation;
 - Beyond Bins and Racks: Exploring Possible Upfit Configurations on North American Van Platforms; and
 - How Does the U.S. Compare to Western Europe in the Race to Cleaner Transportation?
- Fleet Technical Congress sessions, which require a separate ticket, include the following:
- The Future of Commercial Vehicles (the keynote address);
 - Reactive vs. Predictive Maintenance: Taking Control of Your Future; and
 - Is Your Vehicle Replacement Strategy in a Rut?

"Attending The Work Truck Show 2018 will help fleet managers and others in the vocational truck industry mitigate risk and improve their fleets' productivity," NTEA executive director Steve Carey said in a news release announcing the schedule. "The Work Truck Show offers an unbeatable opportunity to compare products from 500 exhibiting companies while also learning from peers and industry experts how to capitalize on the vehicle technology revolution, improve truck specifications, implement fleet best practices, and more."

The show also features updates from 15 truck original equipment manufacturers, and special events such as an opening reception on March 6, and keynote speech by General Michael Hayden, retired four-star general and former director of the Central Intelligence Agency and National Security Agency at the President's Breakfast on March 8. Additional tickets are required for special events.

For more information, visit www.worktruckshow.com.



Ed Hlava of the Purdue Manufacturing Partnership speaks at session on lean manufacturing at the Green Truck Summit during the 2017 Work Truck Show in Indianapolis. Hlava will take part in a similar sessions at the 2018 show.

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NEWS

Equipment distributors' president calls for action on infrastructure

The U.S. Congress must stop shirking its responsibility to invest in the country's crumbling infrastructure, a House of Representatives panel heard from the president and CEO of the Associated Equipment Distributors in mid October.

Brian P. McGuire delivered that message in a letter to the House Transportation & Infrastructure Committee's subcommittee on highways and transit on Oct. 11 "in conjunction with a hearing on building a 21st century infrastructure for America," said a news item on the AED website.

The Highway Trust Fund is racing "toward bankruptcy," with the federal highway program "at a breaking point," McGuire told lawmakers. Many states have raised fuel taxes in recent years to help make up for "a substantial funding shortfall" and the failure of Congress to act.

"Congress must take the hint from outside the Beltway and raise revenues to fund long-term infrastructure projects,"



Brian McGuire

McGuire wrote. "The positive impact on the economy will be felt for decades to come and there is no better time to make bold decisions to position our country for long-term economic growth, job creation, competitiveness and security. It's time for action."

Before that hearing, AED chairman Wes Stowers, meanwhile, participated in "an exclusive White House briefing with senior administration officials on President Trump's infrastructure plan," the item said.

The briefing didn't provide any funding details, which are expected in the coming months. However, the AED reported that "the administration's framework centers around encouraging states and localities to raise revenue for infrastructure investment, providing targeted federal investment for rural areas and for 'transformative projects,' and streamlining the permitting process to expedite project delivery."

The AED has 460 member companies in Canada and the U.S.



MECHANIC'S MUSINGS

DAN ANDERSON

He sees red at dark-handled tools

There is growing evidence that tool manufacturers are conspiring against mechanics. Their goal is to increase tool sales by making it easier to lose tools.

I cite as evidence the growing number of tools that are black-colored or that have black handles. Tool manufacturers know that much repair or maintenance work is conducted in the bowels of machines where lighting is poor. Mechanics, especially aging mechanics with failing eyesight, are prone to overlook or misplace tools under those conditions. Making tools dull-colored makes them easy to lose, requiring replacement, hence increasing the sale of tools.

I won't even mention the current fad about camouflage-colored tools. Duh.

As protest against this conspiracy, I am boycotting black-handled tools. All my tool purchases in the future will feature bright orange, lime green or otherwise garish handles or cases to make them easily visible.

Any tools without handles, I will paint with a bright yellow or orange stripe to improve visibility and increase chances they will return to my toolbox after repairs are completed.

Now, if you'll excuse me, I need to crawl back down inside the machine I just finished repairing and see if I can find my \$150 black-anodized ratcheting wrench that is hiding in there.



Bright orange tools prove much easier to see in dark places. Istockphoto.com/Toltek



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

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

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

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

EDITORIAL

Great care required in revisiting NAFTA

Economists are pretty much unanimous in favoring free trade. Or as one economist put it, despite expressing some hesitation, "I'm an economist. By definition I have to believe in free trade."

So, taken as a whole, the North America Free Trade Agreement has been good for the North American economy. That isn't to say it has benefited everyone. The spoils have gone disproportionately to those at or near the top of the economic food chain — who would have done just fine even without free trade.

People who have suffered under free trade often struggle to make a living even at the best of times. For all the discussion about how economic progress creates as many new jobs as it destroys or relocates, it is still excruciatingly painful to lose one's livelihood to automation or to Mexico.

There's a considerable lag between the creation of the new opportunities and the lost ones. Unfortunately, the new jobs, when they come, typically require a level of expertise not quickly or easily obtained. They can require skills beyond the capabilities of the displaced workers — an example of what Canadian academic Thomas Homer-Dixon calls "the ingenuity gap."

But no reasonable person would suggest that the U.S. government should discourage companies from innovating in order to protect jobs. Instead, policy prescriptions should ensure that workers can quickly gain the skills to match them with the innovations.

In the same way, it would be a mistake to discourage companies in the U.S. — as well as in Canada and Mexico — from cross-border trading simply to protect jobs. That isn't to say that NAFTA shouldn't aim to create a more level playing field when it comes to wages and regulations in the three partner countries. That should be the ultimate goal.

But taking drastic steps, such as imposing steep duties, would hurt the competitiveness of manufacturers. That includes manufacturers of equipment, the Association of Equipment Manufacturers said in a statement earlier this year.

"Equipment manufacturers have spent over the past 20 years integrating supply chains across both borders," AEM senior vice-president Nick Yaksich wrote in a June 12 submission to Ed Gresser, who chairs the trade policy staff committee of the Office of the U.S. Trade Representative. "Disrupting these supply chains would

make U.S. manufactured goods more expensive to produce and less competitive in the global market."

Among the AEM's members are dozens of manufacturers of service bodies and accessories for service trucks. While many of these companies focus primarily on the domestic U.S. market, many also sell into Canada and Mexico. And even if they don't, they benefit from the integrated cross-border supply chains directly and indirectly through their suppliers.

A survey this May found that members of the AEM and of the Equipment Dealers Association largely support NAFTA. However, they want it improved by including, for example, language on e-commerce, digital trade, and remanufacturing. They also want rules of origin provisions that strengthen the existing supply chains but also create incentives for more domestic manufacturing.

NAFTA is a complex agreement, covering areas peripheral yet important to the service truck sectors, such as agriculture. Mexico, with its longer growing season, should have a clear comparative advantage. But one unforeseen consequence was subsidized U.S. corn flooding the Mexican market, causing millions of Mexicans to leave farming, according to 2009 Tufts University report.

Canada's supply management of its agriculture has meanwhile proven an irritant to U.S. farmers — not to mention Canadian consumers, who complain about the high cost of domestic cheese. And there's no space here to get into the Canada-U.S. softwood lumber dispute — which was never part of NAFTA anyway.

Not to pick on Mexico, but one thing that a renegotiated NAFTA should do is push Mexico to raise the wages of its industrial workers to match those of workers in the U.S. and Canada. It's no secret that the major force behind relocating those U.S. factory jobs south of the border is that Mexican workers earn about a fifth of their U.S. counterparts. Interestingly enough, when the discrepancy is pointed out to Mexican workers, they don't like it either. They feel shafted.

It would undoubtedly do great damage to the North American economy to require equal pay for Mexican workers right away. But were NAFTA to phase that in over, say, 20 years it would give the economies of all three countries time to adjust and also time to devote energy to those other challenges, like automation.



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.

File photo by Keith Norbury

Coatings offer protection *continued from cover*

"Paint just doesn't last, because it's very thin and very brittle ... Paint is going out the door and we're coming in."

Pe, a chemist by trade, has been working on protective coatings for Line-X for a decade. He's a big believer in the long-term payoff of protective coatings, a message he shared in a presentation at this year's Work Truck Show in Indianapolis.



"Paint just doesn't last, because it's very thin and very brittle ... Paint is going out the door and we're coming in."

— Terry Pe, vice-president for protective coatings, Line-X LLC

Materials refined in recent years

The technology behind protective coatings has been around for decades, in different forms. But in recent years, chemists have been able to refine the materials that go into coatings to perfect them for industry use.

Formulas for rougher, stickier coatings can be sprayed on to create a non-slip surface for a truck bed. Tougher coatings are engineered to weather rocks and sand on the underside of a truck body.

Several companies, including Line-X, Scorpion Coatings, Arma Coatings and Rhino Linings, now offer a variety of coating products. Some working on advances for work trucks have also developed products for far-flung uses; Line-X produces chemicals that go into shoes, bowling balls and pool filters, among other products.

Products meant for service trucks are developed with utility in mind, Pe said. His company's coatings for service bodies are designed so that they can be sprayed on and dry quickly, so the truck isn't out of commission for long.

The material sprayed on to the truck turns from liquid to solid in just six seconds, he said.

"The faster the service truck can get back into service, the less downtime and the better for the economics," Pe said.

Trucks that have been sprayed with a protective coating don't look much different from those with regular paint, at least at first glance. Get up close, and you can identify protective coatings by one big giveaway: the coating is much thicker than

regular paint. Pe said paint thickness is usually three or four mils (a thousandth of an inch) while protective coatings are sprayed on at 120 mils.

More refined versions of coatings are now being produced for cars, so it's only a matter of time before your sedan or SUV comes coated in something tougher than paint, Pe said.

"We're working with various automotive makers on what we can do to give them a solution for things like the interior of a car, or the trunk of a car, or underneath the car, for corrosion," he said.

Standing up to stains

Pe noted that many automakers are already recognizing the benefits of the chemicals that go into protective coatings. Some high-end vehicles already come with seats made from polyurethane, rather than leather, because they stand up better to stains and regular use.

Protective coatings are not yet the standard for all new service bodies, but the growing popularity of the products is shifting the trend in that direction.

Sondra Kirby, a part sales manager for Summit Truck Bodies in Wathena, Kansas, said her company has been producing all of its truck bodies with Line-X protective coatings since it opened in 2005.

She said most of her customers are interested in protecting several aspects of their trucks, from the bumper to the truck bed and under the body.

"With our industry and our market, most customers bring their service trucks to mines, oil fields, construction sites," she said. "(A protective coating) increases the



This 1973 International Loadstar 1700 that Summit Truck Bodies rebuilt for ConExpo-Con/Agg in Las Vegas this March features a Line-X coating on the bed of the service body.



"With our industry and our market, most customers bring their service trucks to mines, oil fields, construction sites. (A protective coating) increases the life span of our service bodies."

— Sondra Kirby, part sales manager, Summit Truck Bodies

life span of our service bodies."

Kirby said the average lifespan of Summit's bodies are about 14 years — often outlasting the chassis they are mounted on. Summit also offers the option of protective coatings instead of paint for smaller parts, and she said many customers opt for the coatings — even though the upfront cost is higher.

"The Line-X is a little more expensive, but because it extends the lifespan, it's worth it," she said.

The growing demand for the products is creating more competition. Line-X is the biggest player in the market, with 550 U.S. franchises and a presence in 72 countries. But Pe said smaller operations are finding room to grow, too.

"There is healthy competition out there, and we're continuing to grow as well," he said.

No matter how advanced the technology gets, though, Pe said it's important to remember that a protective coating is only as good as its application. He said a number of questions he fielded at the Work Truck show focused on how to prepare surfaces for the coatings to ensure they'll bond properly to aluminum or steel.

"We're only as good as we stick," he said.

Erin Golden is a writer based in Minnesota.



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NEWS

Volkswagen emissions settlement funds and energy programs fuel green fleets

Representatives of state and regional organizations offer advice on tapping go-green grants

SAUL CERNOS

Thanks in part to a court settlement stemming from the Volkswagen emissions scandal, financial incentives are en route for service truck and other vehicle owners wanting to go green.

At the Work Truck Show in March in Indianapolis, the Volkswagen Settlement was front-and-centre at a panel on funding options for fleet productivity and green initiatives.

Service Truck Magazine contacted industry insiders afterwards for advice about how service truck owners and fleet managers might tap into the Volkswagen money and other go-green grants for converting to lower-emission fuels or even implementing some degree of electrification.

One place to turn is your regional or state Clean Cities or Clean Fuels organization.

"We're a 501(c)(3) non-profit," said Andrew Conley, program director with Clean Fuels Ohio. "Our mission is to improve outcomes in transportation fleets. We work with public and private fleets to help them understand the range of options available around alternative fuel and efficiency technologies, and which of these will provide the best benefit for their economic and environmental bottom line."



"Our mission is to improve outcomes in transportation fleets. We work with public and private fleets to help them understand the range of options available around alternative fuel and efficiency technologies, and which of these will provide the best benefit for their economic and environmental bottom line."

— Andrew Conley, program director, Clean Fuels Ohio

Organization takes the lead

Like many of its counterparts across the United States, Clean Fuels Ohio hosts educational events to showcase vehicles and offer training to get fleet managers and owners up to speed on alternative fuels and related topics. The organization even offers consulting, analysis and grant-writing services.

"We have a program called Ohio Green Fleets that works like LEED (Leadership in Energy and Environmental Design green-building certification) but for vehicle fleets, where we provide a baseline of data and show how to improve on that baseline by deploying alternative fuels or efficiency technologies," Conley said. "We quantify that

for them, and if they meet certain thresholds of improvement we certify them."

In 2007, Clean Fuels Ohio worked with the City of Columbus to draft a Green Fleet Action Plan that would over the next few years help the municipality secure more than \$10 million in grants from various agencies and foundations to buy more than 200 natural gas and electric vehicles, implement biodiesel and build multiple associated fuelling and charging stations across the city.

"Columbus has since received numerous awards and been recognized on and off as the number one green fleet in North America by 100 Best Fleets," Conley said.

Mitigation trust allots billions

Foundation grants can be significant, yet a trio of incentives flowing through the Volkswagen Settlement is attracting the attention of Clean Cities and Clean Fuels organizations and fleet managers. Samantha Bingham, coordinator for the Chicago Area Clean Cities Coalition, says one of these, the \$3-billion Environmental Mitigation Trust, applies specifically to vehicles Class 4 and higher and is being allotted to States and Native American Tribes for them to dole out to fleet owners to help reduce diesel emissions.

"The State of Illinois should be receiving about \$108 million," said Bingham, who is also clean transportation program director with the City of Chicago's Department of Transportation. "The distribution is based on the population of offending emissions-cheating vehicles Volkswagen sold. Illinois had the seventh highest population of those vehicles out of all 50 states. So we're getting a considerable chunk."

A key feature of the trust — and one Volkswagen might lament — is that money from this fund applies to all brands, not just Volkswagen. "What the U.S. Environmental Protection Agency is trying to do with the mitigation trust is paying fleets to take older diesel vehicles off the

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"The State of Illinois should be receiving about \$108 million. The distribution is based on the population of offending emissions-cheating vehicles Volkswagen sold. Illinois had the seventh highest population of those vehicles out of all 50 states. So we're getting a considerable chunk."

— Samantha Bingham, coordinator, Chicago Area Clean Cities Coalition

road and destroy them, regardless of who the manufacturer was, and replace them with a new clean-diesel or alternative fuel version," Bingham said.

Documenting destruction

Under the trust's rules, government-owned vehicles that are scrapped and replaced are eligible to recoup up to 100 percent of the replacement cost, while non-governmental owners will be able to recover up to 25 percent, 40 percent and 75 percent, respectively, depending on whether the replacement is clean-diesel, another type of alternative fuel, or electric.

The key phrase is "up to" — it's up to each state to set actual amounts so long as these fall within federal EPA guidelines. "The State of Illinois hasn't yet shared its plan for the program so it might change these numbers," Bingham said. "But this is what the federal government has said is the most states can pay."

Because the idea is to get high-emitters off the road, owners will be required not only to scrap the old vehicles but document their destruction. "They don't want to see them used or resold elsewhere or going overseas," Bingham said. "They want to make sure emissions from older vehicles are completely taken out of the equation."

The Volkswagen trust money isn't available for the time being. "We're still in a holding pattern," Bingham said. "Some states are soliciting input at this time about how they should roll out their programs, but Illinois has not done this yet, so for most of us it's wait-and-see."

Initiative unlikely to be trumped

Might the new Trump administration, which is cool to climate change, change the rules this late in the game? Bingham isn't worried. "This was decided in federal court before this administration took office, so all the paperwork's been signed and everything's moving forward."

Another key source of funding relevant to service trucks is the U.S. Department of Energy's Clean Diesel and Diesel Emissions Reduction Act (DERA). Robert Gordon, director of fleet management with DeKalb County, Georgia, said the Atlanta suburb has accessed DERA funding for several projects that have helped him begin greening his fleet of over 2,800 vehicles.

"In 2012 we got the money to build a processing plant that converts methane from the local landfill into fuel, some of which gets used in county vehicles," Gordon said. "It was a \$9 million investment and we got \$4.5 million from the Department of Energy." This was followed by money to help build a fuelling station, as well as financing of \$50,000 apiece toward purchasing 42 compressed natural gas heavy-duty vehicles.

Returns quicker on big fuel burners

For its trouble, DeKalb County has for two consecutive years ranked second in 100 Best Fleets and been recognized as high as seventh place (in 2013) the Government Green Fleet Awards. "We have a lot of natural gas and propane vehicles, and we're up to about 150 compressed natural gas

"Your return on investment comes a lot quicker on vehicles that burn a lot of fuel."

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



vehicles, with 130 of those being heavy-duty trucks," Gordon said.

However, for now at least, DeKalb's seven service trucks continue to run on conventional diesel. "Our sanitation trucks are the highest-usage vehicles we have in the county and they burn the most fuel, so that was one reason we decided to go with natural gas on those," Gordon said. "Your return on investment comes a lot quicker on vehicles that burn a lot of fuel."

Gordon also wanted to keep the service trucks he had, which run on an Isuzu chassis. "It was cost-prohibitive at the time to do natural gas. We just didn't have the money to pay the charge for natural gas on the Isuzu chassis — you can only do so much."

However, Gordon expressed optimism going forward. "We have four service trucks that would qualify under the Volkswagen (trust) grant," he pointed out.

In northern Indiana, South Shore Clean Cities executive director Carl Lisek is preparing an application for a new round of federal DERA money.

South Shore Clean Cities has used previous DERA grants to help run Indiana DieselWise and other programs. In fact, the organization harkens back to 1999 and is partnered with like-minded organizations in Illinois and Wisconsin to form the Lake Michigan Consortium, with Michigan potentially joining soon.

Like being part of the family

"We've been working for years hosting events and working collectively," Lisek said, offering as an example federal money used

to build refuelling infrastructure to support alternative fuel corridors along major interstates.

"As Clean Cities (and Clean Fuels) organizations across the United States, we consider ourselves a family," Lisek said. "We support each other and work collectively together to share best-management practices even though we're all a little bit different. Some of us are non-profit and some of us are run out of metropolitan planning organizations, so we all have different reporting requirements."

Lisek said his organization has done considerable outreach to vehicle owners and operators, visiting truck stops to field questions about tax incentives and spread word about electrification where conventional diesel vehicles can pull into some truck stops and for a few dollars buy a plug-in adaptor to enjoy heat, air conditioning and other amenities without having to idle.

"It's all about change," Lisek says. "A lot of times you'll see truckers who maybe haven't been educated because they're just too busy trying to make a living."

Lisek's advice? "Reach out to your local Clean Cities group to find out what types of incentives are available throughout the country. Every state is a little bit different, so the opportunities are all a little bit different. The market is constantly changing."

Saul Chernos is a freelance writer based in Toronto.



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NEWS

New MVP firms named

Four locations of the Auto Truck Group, and a division of Knapheide Truck Equipment Co., are among the new recipients of Member Verification Program Status from the NTEA — the Association for the Work Truck Industry.

The new MVP listings include Auto Truck Group locations in Summerville, S.C., Maple Shade, N.J., O'Fallon, Mo., and Mississauga, Ont., Canada, said a news release from the NTEA. Knapheide Truck Equipment's newest MVP member is its Louisville branch in Jefferson, Ind.

Three other Knapheide Truck Equipment locations — Tracy, Calif.; Kansas City, Mo.; and Midland, N.C. — renewed their MVP status. Other renewing companies included Kafenberg Truck Equipment Co. of Sunnyvale, Texas; Messer Truck Equipment of Westbrook, Maine; and Zoresco Equipment Co. of Turtle Creek, Pa.

The MVP program “recognizes eligible companies in the work truck industry for outstanding business practices and successful implementation of quality standards,” says the NTEA.

As of October 2017, 275 companies have MVP status.



Jose Angel, a mechanical engineer with Auto Truck Group, demonstrates a 3D scanner at the company's booth at the Work Truck Show in Indianapolis this March.



Doug Ferguson of the Reading Truck Group (left) and Steve Ditsios of Reading Truck Equipment check out a Casco service body at the Reading stand at ICUEE 2017 in Louisville, Ky. Pennsylvania-based Reading Truck Group acquired Oklahoma-based Casco Manufacturing Inc. in January 2017. Reading itself was bought by Texas-based J.B. Poindexter & Co. Inc. in December 2015.

Photo by Keith Norbury

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Dynamic industry meets challenges

Regulations, efficiency, corporate consolidation, and recruiting talent are among core issues facing the service truck industry

ERIN GOLDEN

From evolving regulations to natural disasters to generational shifts in the workforce, change is unavoidable across the service truck industry.

While that's always been a reality, some industry experts say we're in the midst of a particularly complex time — just as we were about a decade ago when the Great Recession altered the shape of the economy.

It's a topic two leaders of the National Truck Equipment Association were scheduled to tackle head on at the NTEA's Executive Leadership Summit in Chicago in late October. Speaking in advance of the summit, NTEA managing director Doyle Sumrall said political shifts and uncertainty around regulations in Washington, D.C., along with the looming threat of another economic slowdown — and a handful of recent natural disasters — mean it's a good time to be nimble and ready to react to change.

“We've got all this stuff going on that certainly impacts the industry,” Sumrall said. “And so it's about how you sort through that, what's your best path?”

In their presentation, Sumrall and NTEA executive director Steve Carey refer to a “dynamic industry” that's constantly moving and reshaping to stay relevant.

Energy efficiency finds its own life

One key consideration at the moment is whether or not the tightening environmental regulations that have dominated the last decade will continue on under a U.S. president who has pledged to loosen them.

“We see a real change coming from government agencies who are unsure about their budgets,” Sumrall said. “Each one of the key governmental organizations — transportation, energy, the EPA — all have shifting priorities.”

But as the business and technology communities wait for direction, Sumrall

said it appears the momentum around alternative energy sources and more efficient vehicles has taken on a life of its own. From big companies like Daimler and Ford to smaller, independent operations, many businesses have formed new partnerships with energy and cost-savings in mind.

“Those organizations have continued and in fact have stepped up in a number of ways,” Sumrall said. “All of a sudden you can say that with a long-run strategy for, perhaps, emissions compliance, it's not government pressure that's driving them.”

Perils of ignoring innovation

For many in the industry, Sumrall said, the push toward innovation is happening outside of political debates about pollution and climate change. In many cases, it comes down to efficiency and smart business decisions. Electric drive systems in trucks, technology to help reduce engine idling, and other innovations are starting to become status quo.

Industry players who opt to ignore those shifts may end up doing so at their own risk, regardless of the direction from Washington, D.C., he said.

“We're still focused on making the most efficient and productive products and operations we can, and we've learned a lot,” Sumrall said. “All that stuff showed real productivity and efficiency gains, and that's not going to go away.”

Meanwhile, the recent barrage of hurricanes in Texas, Florida and elsewhere has stressed the service truck industry in a way Sumrall expects will linger long after the initial cleanup is over.

With such widespread devastation, Sumrall said he expects a considerable amount of equipment was damaged and will have to be replaced. Meanwhile, service truck operators from across the country have been called upon to help out with their equipment and talents, adding a different kind of strain.



“You don’t meet with anybody in almost any industry, and certainly not in the truck equipment industry and don’t get into the conversation about the need for qualified, talented people who really want to work. It’s a core issue.”

— Doyle Sumrall, managing director, NTEA

“Given the order of the magnitude of damage, that’s years of effort,” Sumrall said. “It’s not going to be six months.”

Ready for a silver tsunami

An even longer-term trend is a new type of consolidation happening among a number of players in the industry. Sumrall pointed to several large firms, such as J.B. Poindexter & Co. Inc., that are building up their truck equipment portfolios. (Pointerdexter, which already owned Morgan Corporation, acquired Reading Truck Body in December 2015, for example.) Other companies, like Palfinger, have honed in on a sharper focus. Palfinger recently sold its service body business to Reading but kept its Pal Pro Mechanics line of crane bodies.

And running through all of the industry’s shifts is another constant challenge: building up and holding onto a steady, qualified workforce. Sumrall said the service truck industry, like many others, is bracing for the “silver tsunami” of retirements as baby boomers leave the workforce over the next few years.

“You don’t meet with anybody in almost any industry, and certainly not in the truck equipment industry and don’t get into the conversation about the need for qualified, talented people who really want to work,” he said. “It’s a core issue.”

He himself has more than 30 years experience in the work truck industry. Before joining the NTEA, Sumrall

held leadership roles with body maker Stahl/Scott Fetzer Company and liftgate manufacturer Waltco Truck Equipment Co.

Sumrall said NTEA is among the industry groups trying to tackle the problem with new efforts around employee retention and recruitment. He said all business leaders should be thinking about how they can help expand the workforce.

A more positive light

“Whether you’re an upfitter or a company that makes the bodies and equipment, we’re all in that manufacturing pool,” he said. “Not only are we competing for the talent with everyone around them, but we’re also in a place where you need to partner to build this grassroots groundswell of people to come in.”

Sumrall is supportive of recent efforts to promote positive change in the industry, including highlighting its shift away from being “dirty, dark and dangerous.” He said more focus on the variety of new technology in the industry — and using hands-on simulators to help showcase it — can make a big difference.

“It’s critical we stay informed, and that you get engaged,” he said. “That’s the path forward. If you’re passive about this, you’re going to be second in line.”

Erin Golden is a journalist based in Minnesota.



The NTEA is making new course available for free to its members.

Truck Equipment 101 offered

An introductory course covering all areas of the work truck industry is now available from the NTEA — the Association for the Work Truck Industry.

The course, titled Truck Equipment 101, consists of 15 video-based modules that cover everything “from chassis and powertrains to bodies and cab styles,” said a news release from the association.

Free to association members and eligible for credit in its Member Verification Program, the course offers insights into truck industry systems as well as basic regulatory requirements for Canada and the U.S., the release said.

This online tutorial requires no special technical skills or prerequisites. Participants can view the modules at their own pace.

However, to receive a certification of completion, a learner needs to complete a “knowledge check question after each module in addition to a course evaluation at the end.”

The association is providing the course from its new NTEA Learning Center platform. After ordering the course through Shop NTEA, users can access it through their login credentials.

The association is offering a \$99 promotional rate for the course to non-members until Dec. 1, when it increases to \$199.

For more information, visit www.ntea.com/te101.

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NEWS

Ways to ensure body upfitters meet fleet owner expectations

Experts offer insights into wiring, technological change, and the merits of putting specs in writing

ERIN GOLDEN

After years working in fleet management, Matt Stewart knows what it takes to ensure things run smoothly when putting in an order for a new truck — and what can almost guarantee that they won't.

Whether you're the buyer or the supplier tasked with assembling a new order, Stewart says, a little extra diligence on the front end of the deal goes a long way. But when either side is unclear about their needs, vague about their specs or imprecise about their timeline, the deal is bound to end in frustration.

"When you're talking about a highly customized, built-from-scratch product, that's just not the way to go," said Stewart, manager of the fleet services division for Jefferson County, Wash.

Electrical wiring, often one of the most specific sets of specs for any job — and the toughest to fix if it doesn't line up with original plans — is a particular challenge. It's a topic Stewart and Tony Gonzalez, general manager at Tri-Angle Fabrication & Body Company in Chicago, tackled at this year's Work Truck Show in Indianapolis.

Clear expectations key

Stewart said setting clear expectations is essential for every aspect of a new project. But he said the high-stakes

"You can always weld metal, you can always move things around. What you can't generally do is start from scratch re-wiring something."

— Matt Stewart, fleet services manager, Jefferson County, Wash.



precision needed around electrical wiring helps make the case for why anyone involved in building custom truck bodies needs to be diligent about communicating before and while the order is being completed.

"You can always weld metal, you can always move things around," Stewart said. "What you can't generally do is start from scratch re-wiring something. If it's done poorly from the beginning, you don't see it because it's buried. You don't notice it until something that's gone wrong, and then you're stuck with it."

From the fleet perspective, Stewart said one of the biggest obstacles to getting the job done just right is getting too comfortable. Maybe you figure that the supplier has done things right before, so you'll just write up a generic order. Perhaps you've built up enough trust that you work up the whole deal over the phone — without bothering to record all of the details on paper.

In that case, Stewart said it's often left to the supplier to ensure they are starting out with the right set of guidelines.



Slide from Work Truck Show presentations show an example of disordered wiring.



Slide from Work Truck Show presentations show an example of proper wire management.



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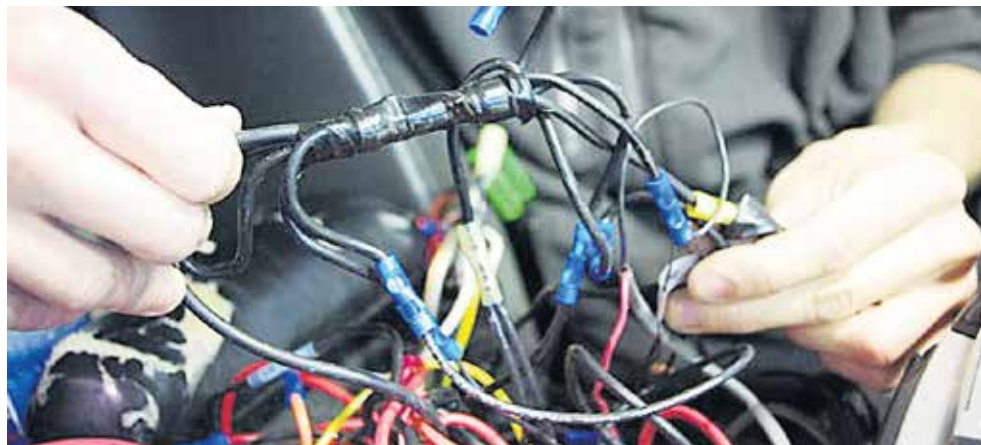


Image from slide of Work Truck Show presentation illustrates an improper ground distribution that is daisy-chained repeatedly with butt connectors.

“From the supplier perspective, before quoting that job and agreeing to do something, you have to put the time in to make sure everyone is on the same page, and not just saying verbally, ‘Build us a truck like you did last time,’” he said.

Remember that times change

One big consideration: how new technology and regulations might shift your plans. Tighter fuel emissions standards mean that the order you put in a decade ago almost certainly needs to be updated, even if you want a truck that looks and operates in much the same way.

Plus, Stewart said, it can't hurt to use each order as a chance to re-evaluate your suppliers. Are there others out there offering something better? Is the company you've come to know and trust evolving with the times?

He said the best way to check is by drawing up your specs in a thorough, detailed way, and then seeing what kind of bids come back.

“You can compete on price because you've got everyone building the same product, based on your specifications, not your conversation,” he said.

Making those specifications clear and easy for everyone to understand starts with a simple concept: using the right words.

Gonzalez, who represents the third generation to work with his family's truck body upfitter business, said he runs into that issue frequently. Often, he said, people looking to expand their fleet either don't know the proper terminology for their order or are using outdated language.

One common example, he said, comes in the orders his company gets for police vehicles. (Tri-Angle outfits Chicago Police cruisers with everything from lights and sirens to cameras and cages.) Often, orders will come in for the lights on the top of the cars with terms like “strobe” or “mars” bars — terms and technology that haven't been regularly used for years.

“It's important to know your equipment and give detailed specifications on what you want so I can return it to you that way, versus ‘Give me some lights on the front and the rear and a crane,’” Gonzalez said.

Put it in writing and build trust

For people on both sides of the deal, providing and requesting detailed written specifications can help build trust. For fleets, Stewart said, it can often be tough to know what kind of a supplier you are deal-

ing with, even after you get a bid.

But he said some companies, like the major manufacturers of aerial devices for bucket trucks, eliminate the guessing game by requiring that fleets send detailed instructions early in the deal.

“It's just part of the process — it goes from the field sales to the engineering support team, gets assigned to the engineer that's going to draw the specs,” he said. “From the supplier side, it's very professional.”

Other suppliers might not be set up to handle detailed specs and might balk at creating something just as ordered by the fleet, Stewart said. That may not scare off someone looking to put in a new order, but it can be important to know earlier, rather than once the truck arrives.

Though it might seem that larger suppliers have an advantage — more people and resources to build out your specs — Stewart and Gonzalez said that's not always the case.

Gonzalez said a smaller operation like his family's comes with plenty of advantages. First, it only does business with customers inside the state, which means he knows many of his customers well and is able to meet in person to talk about their needs.

“We have more control over it — not too many people in the pot,” he said. “It's not one person taking an order, relaying it to the shop, and then that person doesn't get clear language.”

Follow specs to a T

Once he gets the specs for a new project, Gonzalez said he follows it “to a T” and makes sure he gets in touch with the fleet before he changes any of it.

“Things come up. It's not always a perfect world out there,” he said. “But that's why this is custom work.”

Stewart said it's just as important that fleets prove their trustworthiness and commitment to the specs they send in. If the customer is constantly calling in to make changes, the supplier is going to have to start increasing the cost — or take on those costs.

Either way, someone is going to be unhappy.

“If you want good supplier relationships, this has to go both ways,” Stewart said. “The fleet has to stand behind what it wrote and support the process from their end as much as the supplier needs to meet the specifications.”

Erin Golden is a journalist based in Minnesota.



New Brunswick police are looking for this stolen 2008 Ford F-350.

Mounties seek truck thief

The Royal Canadian Mounted Police in New Brunswick put out a call in late October seeking the public's help in locating a stolen service truck.

The grey 2008 Ford F-350 crew cab truck was taken in the early morning of Sept. 22 from Carleton Enterprises Ltd. in Florenceville-Bristol, said a news release on the RCMP website.

The truck, with licence plate LBN-160, had a “large red diesel tank on the flat bed and several tool cabinets,” the release said. A grille guard shown in an accompanying photo had previously been removed.

Anyone with information is asked to call the West District RCMP at 506-325-3000. Anonymous tipsters can call Crime Stoppers toll free at 1-800-222-TIPS (8477), by texting TIP212 and a message to “CRIMES” (274637), or by secure web tips at www.crimenb.ca.

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NEWS

Former military vehicle remade as service truck

KEITH NORBURY

Imagine a heavy-duty service truck that can work in the world's most extreme environments.

David Ronsen, founder and president of Montana-based Acela Truck Company, not only imagined such a vehicle, he brought one to the International Construction & Utility Equipment Exposition in Louisville, Ky., in early October.

The Acela Monterra 6x6 chassis on the company's stand came equipped with a custom service body built by Brutus Truck Bodies of Penticton, B.C.

"Anywhere where you have commercial vehicles operating in a challenged terrain, we belong," Ronsen said in an interview following ICUEE.

Acela, which was founded in 2016, takes surplus military trucks called FMTVs — which stands for family of military tactical vehicles — and uses a 1,600-point process involving the replacement of 600 parts to convert them to commercial use.

Many have survived combat

"These trucks are used to get troops and cargo anywhere in a combat zone," Ronsen said of the FMTVs. "I'd say half of the vehicles that we get were absolutely in Afghanistan or Iraq."

The company — based in Belgrade, Mont. — also makes a four-wheel drive version called the Monterra 4x4.

The Monterra 6x6 chassis was from an FMTV built by Stewart and Stephenson, a Houston, Texas firm that had the original contract from the U.S. military to build the FMTVs from 1996 to 2006.

In its rebuilding program Acela works only with FMTVs manufactured since 2000, Ronsen said.

He was previously with Bronto Trucks, which seven or eight years ago had an exclusive contract to distribute a commercial version of the FMTV to the oil sands near Fort McMurray, Alta. That version was manufactured by a company called BAE Systems Inc., which then had the FMTV contract.

Unfortunately, when Oshkosh Corporation won the FMTV contract in 2011, it

ICUEE 2017 attendees ride by the Monterra 4x4 truck chassis on display next to the 6x6 chassis with Brutus body on Acela Truck Company's stand.
Photo by Keith Norbury



had no interest in producing a commercial version, Ronsen said.

"The supply ran out," Ronsen said. "Brutus was a partner back then. Brutus built several of the bodies that went into some of the mines up in Fort Mac and did a great job. Their product is absolutely top notch. So it was natural for us to reach right back out to them and get them involved in round 2."

He and his partners, who have more than 70 years of experience in truck manufacturing, recognized a gap in the North America market for such a heavy duty truck.

"On any continent other than North America you'll find 10 different variants of this style of truck," Ronsen said.

North American users have typically

B.C. service body maker partners with Montana truck company on vehicle designed for challenging terrain

put 4x4 or 6x6 suspension on on-highway vehicles, "which really does not work in almost every single case," or relied on track vehicles or truck-trailer combinations that have "astronomical" costs, he said.

Bridging the gap

"So we really bridge the gap between the wheel vehicles that were available before we showed up and the tracked or articulated vehicles," Ronsen said.

He declined to say how many of the Monterra trucks Acela has sold to date, but revealed that the forecast is to deliver 350 units in 2018. At present, the company employs about 30 people at its plant, a converted heliport, but expects to have 55 on staff by the end of 2017.

"We're ramping up slowly in year 1 and hoping to increase sales from there for next year," Ronsen said.

Among the parts being replaced or refurbished in Acela's proprietary process are hoses, belts, seals, and gaskets. "And the way we do that is a true automotive assembly line fashion," Ronsen said. "The trucks come in one of end of our building, get completely dismantled down to the frame rails, go through a sandblasting and pressure washing process, then into body and paint, then into final assembly when all of those parts are upgraded and been added, and then right into Q.A. (quality assurance)"

To determine what needed replacing, Acela examined closely the military's data on the trucks to look for weak spots, he said. The company also realized at the outset that it needed to partner with the military's tier 1 vendors on the truck — such as Meritor, BAE, and Dana — "because many

"These trucks are used to get troops and cargo anywhere in a combat zone. I'd say half of the vehicles that we get were absolutely in Afghanistan or Iraq."

— David Ronsen, president and founder, Acela Truck Company

of the parts on the truck are not available except through military contract."

The Brutus body on display at ICUEE also has an extensive spec sheet. The 15-foot, 10-inch steel and aluminum body measures 98 inches wide with a cabinet height of 64 inches and cabinet depth of 24 inches. Its features include 3/16-inch aluminum doors, eighth-inch aluminum shelving, and three-point stainless steel latches.

Well-received but still for sale

Among the accessories on the truck are a Cobra 11000.3 RDH wireless hydraulic crane, Vanair Powerflex AH diesel multi-function system, and a Miller Trailblazer 325 welder/generator/jump starter.

Industries the truck and body are geared toward include "forestry, oil and gas, mining obviously, and some construction," said Wade Hansen, owner of Truck Equipment Enterprises LLC, a Murray, Utah-based dealer for Brutus.

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Wade Hansen, owner of Truck Equipment Enterprises LLC, a Murray, Utah-based dealer for B.C.-based Brutus Truck Bodies, checks out the Brutus body on an Acela Truck Company chassis at Acela's ICUEE stand.

Hansen had hoped to sell the truck at ICUEE at an asking price of \$258,000. But at last report, it was still for sale.

"The reception was great for both the truck and the body," Ronsen said. "A lot of the folks there, I say, were much more interested in utility bodies just because of the particular audience. I'd say half of the folks that stopped at the booth and showed a genuine interest were interested in the truck chassis. And the other half were interested in the service body."

Ronsen said Acela has boots on the ground in northern Alberta, where the company is offering a complete truck body and service package for the Fort McMurray area. But the company is also pursuing relationships in the Bakken and Permian oil fields in the U.S., as well as in other industries working extreme conditions.

"The problems that we solve are uptime and access," Ronsen said, adding that "the army over-engineered this truck to perform anywhere on the planet."



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Trade show organizer honored

An organizer of such events as ConExpo-Con/Agg and the Demo Expo has been awarded 20 Under 30 honors by the International Association of Exhibitions and Events.

Brittany Faust, project coordinator of exhibitions and events for the Association of Equipment Manufacturers, will be recognized as an honoree at IAEE's Expo! Expo! annual meeting and exhibition this December in Anaheim, Calif., said a news release from the AEM.

Faust said in the release that she is "truly humbled" to be chosen for the honor. "I greatly appreciate this opportunity from IAEE to grow my professional knowledge of the exhibitions and events industry and build connections with other honorees and attendees at IAEE's Expo! Expo!"

In her role with AEM, she helps "to lead effective communication across multiple AEM departments to ensure successful execution" of such shows as the International Construction & Utility Equipment Exposition, which took place in Louisville, Ky., this October.



Brittany Faust



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BY DAN ANDERSON

SPEC MY TRUCK

The Beast That's a Beauty

A service truck designed for dirty work that cleans up very well

Even though Casey Moro's tricked-out service truck has won trophies at weekend truck shows, during the week it's a bare-knuckles work truck that maintains, repairs and transports concrete and asphalt crushing plants for Independence Recycling of Florida, based in Punta Gorda.

Moro worked with Bill Gorham Jr. at Allegheny Trucks to spec a 2016 Kenworth T370 powered by a 350-horsepower Paccar PX9 engine ahead of a 3500 Allison automatic transmission. Moro matched the KW to a PalPro 72-inch by 14-foot mechanic's service body.

"I did a lot of shopping for the service body," Moro says. "The PalPro body is built exceptionally strong, and I like the way they vat-dip the bodies to prevent corrosion."

"There was discussion about whether we really need a crane on the truck, since we have actual cranes to disassemble and assemble the crushers. Now that we've had a truck-mounted crane, I don't see how we got along without it."

— Casey Moro, Punta Gorda, Fla.

More shopping led to the installation of CTech Manufacturing tool cabinets and drawer sets. A PalPro PRC60, 60 cubic feet per minute PTO-driven hydraulic air compressor was mounted on top of the service body behind the cab. A Miller 325 EFI Trailblazer welder/generator rides at the left rear corner of the service body beneath a transport cover.

"That Miller is quiet," Moro says, "and the electronic fuel injection gives way better fuel consumption than the carbureted model we used to have."

A Palfinger 7229 crane, with 12,500 pounds of lift and 30 feet of reach, has proved its worth.

"There was discussion about whether we really need a crane on the truck, since we have actual cranes to disassemble and assemble the crushers," Moro says. "Now that we've had a truck-mounted crane, I don't see how we got along without it."

Every compartment in the PalPro body is carefully laid out. Tools are assigned specific locations in racks, on pegs, and in cases.

"A lot of people grab tools out of this truck," says Moro. "I want it so we can tell at a glance if a wrench or tool is missing from its place."

Some of the tools stored in the service body are unique.

"I like big tools, and I like weird tools," Moro admits. "I've got two 100-ton air jacks, along with a 10-ton and a 20-ton puller jack for pushing or pulling pins on our crushers. One of the weird tools I've got is a pancake jack that looks like a toy, but it will lift five tons. As far as unusual hand tools, one example would be a special tool just to pull cotter keys. There are times when that puller is the only way to get a cotter key out of a tight place. It's nice to have exactly what you need, when you need it."

That "need" extends to meals. A microwave oven, powered by an in-body inverter, provides hot meals on job sites.

"I want a mini-refrigerator in there, too, but haven't found one yet that fits like I want it," Moro says.

A Galaxy DX95T CB radio in the cab helps communicate with the 17 tractor-trailers used to transport a single crusher between job sites. Moro says a 600-watt amplifier not only boosts the radio's range well into Georgia, but that "the guys get a kick out of me lighting up florescent lights in the shop when I turn on that amplifier."

All lug nuts on the polished aluminum wheels are capped with Mad Max-style pointed covers. Moro adapted a chromed windshield visor from a Kenworth T660 to his T370, added a polished bug deflector to the hood, chromed the exhaust tip, and then added extra lighting.

"I've got amber strip lights all around the body," he said. "It makes the road around the truck glow amber at night. And I put red strip lighting under the dash in the cab that makes the floor glow red."

All the chrome and a lot of elbow grease earned the truck third place out of 33 entries in the Specialized Working Class at the 75 Chrome Shop's Pride and Polish truck show in Wildwood, Fla., last year.

"The other guys give me hell for it being a 'show truck,'" Moro laughs. "But that's just on weekends. It was designed as a work truck, and it definitely fills the bill during the week."



Dan Anderson is a part-time freelance writer and full-time heavy equipment mechanic with more than 20 years of experience working out of service trucks. He is based in Bouton, Iowa.

Photos by Brian Hartz



Casey Moro is proud of his trophy-winning rig.



Truck carries some specialty tools.



Shackles are arranged neatly.



Bed offers plenty of room.



New lighting added.



Moro is a fan of Milwaukee tools.



Organized racks make it easy to identify missing tools.



PalPro PRC60 PTO-driven hydraulic air compressor delivers 60 cpm.

A PalPro 72 service body is matched with a 2016 Kenworth T370 chassis.



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Yellow air compressor



Miller 325 EFI Trailblazer welder/generator operates quietly.



Microwave oven, powered by an in-body inverter, provides hot meals.



Left: C-TECH Manufacturing tool cabinets and drawer sets keep things organized.

Mad Max-style pointed covers adorn the polished aluminum wheels.



Paccar PX9 engine produces 350 horsepower ahead of a 3500 Allison automatic transmission.



Kenworth cab affords spacious comfort.



Polished bug deflector keeps pests at bay.



Palfinger 7229 crane boasts 12,500 pounds of lift and 30 feet of reach.

Strip lights under the dash make the floor glow.



Reelcraft hose reel is at the ready.



Galaxy DX95T CB radio aids communication.

ICUEE WRAP

Sun shines on Demo Expo *continued from cover*

"It's been terrific. We've got good response and lots of new customers," said Charlie Horton, vice-president of sales marketing with Eby Truck Bodies, which is based in Blue Ball, Pa., and was exhibiting for the first time at ICUEE.

Horton had previously walked the show about a decade ago when he was with a different company.

"I know about the show and wanted to bring this company to the show," said Horton, whose company's booth displayed a mechanics truck upfitted for CSX railway.

"It's even bigger (than a decade ago)," Eby said. "It's an amazing amount of equipment here and amazing response."

Official attendance nears record

Organizers of the show, also known as the Demo Expo, reported that nearly 18,000 attended this year, which was close to the record-breaking attendance in 2015. Attendees came from all 50 states and 50 other countries, said a news release.

In area, the show was the largest ever — with more than 28 acres of exhibits. It also boasted more than 1,000 exhibitors, a quarter of them new to ICUEE.

"We had a great turnout and participation at ICUEE 2017," the news release quoted ICUEE 2017 chairman Rick Rodier, vice-president of the Sitework Systems Division of The Toro Company. "It was inspiring to see the enthusiasm of so many utility and construction professionals networking and sharing ideas, and finding the product innovations and solutions that will help them grow their businesses."

Todd Hannum, director of sales and marketing with Auto Crane, described the show as "O.K." but he noticed attendance was down slightly, which he attributed to competition in 2017 from ConExpo-Con/Agg and the Mining Expo in Las Vegas, which seldom all happen in the same year.

"So this being the third in line probably I think it impacted the attendance a bit," Hannum said.

Despite that, it was a good show for his company, which he said received a good response to new products at its booth, such as NexStar Connect telematics system, and a new personnel basket for its service crane.

"We've had pretty good traffic for both the dealer network and the end user network," Hannum said. "And the weather hasn't hurt at all either."

Bigger and better

In 2015, chilling rains prompted show goers to seek shelter indoors, leaving outdoor exhibitors shivering in the cold. This time around, the pattern was reversed. The sun shone brightly for the opening two days. And when that caused temperatures to soar in the afternoon, attendees sought refuge indoors.

For indoor exhibitors, that meant slow going, especially in the morning.

"It's been really good weather so a lot of people are staying outside," said Bob Fury, president and founder of Fabco Power, a Chester, N.Y. manufacturer of hydraulically powered air compressors. "When there's a little bit of rain and so forth you get much more (inside). In 2015 we were inundated with people because it was a bad weather."

Fury has been coming to ICUEE for about a quarter century, since the days it was held in Kansas City, where it took place from 1979 to 1985.

"It was 107 degrees was the last time I did the show in Kansas and I said I'll never do that show again," Fury recalled.

He still vows that each show will be his last, but he keeps coming back.

"It's gotten bigger and better and it's still growing," Fury said. "It's a good show."

Hall traffic thins out

Tim Worman, a product manager with Vanair Manufacturing, said attendance seemed a little better than in 2015 but was down from earlier shows he has attended over the last couple of decades.



Bugler officially opens the 2017 version of the International Construction & Utility Equipment Exposition in Louisville, Ky.

Photo courtesy of Association of Equipment Manufacturers



Bob Fury, Fabco Power founder and president, receives backup from Arthur Andersen, Terry Moon and Katherine Fury at the company's booth at ICUEE 2017.

"Not sure what that's attributed to, whether it's people are working because of the hurricanes, or what it is," Worman said on the second day of the show. "But hopefully traffic is a little bit better today and we'll see where it goes from there."

Nevertheless, he said the crowds were good although the main exhibition hall wasn't as packed as he recalled it being in the past, when there was hardly room to maneuver.

"You could actually look down the main aisle from one end to the other without much difficulty," Worman said of this year's ICUEE.

On the morning of the third and final day of the show, it was clear to anyone with eyes that the exhibit hall was almost empty except for exhibitors themselves.

For the bulk of his 28 years in the industry, Worman worked with Iowa Mold Tooling. That experience has held him in good stead in his work with Vanair, which he joined in December 2016.

"Coming from IMT, the advantage I have there is I have the integration and the application experience. And having been a Vanair customer for a lot of years I already knew the products and used them in various ways," Worman said.

For Vanair, ICUEE is an important show that touches on all the company's end users in such sectors as gas, water, construction, and municipalities.

"If you walk the show you really see our presence," Worman said. "We are in a lot of booths on a lot of different vehicles, lot of different manufacturers. So for us it's our largest show by far."

Parking lot jammed though

Jeff King, marketing manager for the Chelsea Products Division of Parker Hannifin, said this year's show seemed busier than ever — and he's been attending them for 30 years during his 41 years in the business.

"I got here 7:30 yesterday and 7:30 today and that parking lot was just jammed full," King said. "I had a hard time finding a parking spot."

He said the show is not only good for Chelsea, which manufactures power take-offs, but for other Parker Hanni-



Seth Locke of MHC Kenworth of Tulsa, Okla., engages with Auto Crane's Michael Gelsthorpe (center) and Todd Hannum, director of sales and marketing, at the Auto Crane booth at ICUEE.



Joe Halpin welcomes visitors to the Stahl booth at ICUEE 2017.

fin divisions, which were displaying wares such as control valves, cartridge valves, hose fittings, and electronic controls at the booth. Chelsea itself does a lot of business with manufacturers of aerial equipment, digger derricks, and linemen trucks as well.

"So it's a good market for us," King said.

A few returning attendees privately expressed disappointment with the show. However, some of them didn't wish to be quoted on that because they didn't wish to sound critical of the show organizers.

"We haven't seen a lot of quantity," said Joe Halpin, customer service manager with Wooster, Ohio-based Stahl Truck Bodies. "We've seen some decent quality of attendees. I wouldn't lay that all at the feet of the show or the show management. It has to do with the product you have here, what market niches you're serving. You get all the hype of all the 10s of thousands of people who are going to be here. Well, in our case maybe only a small fraction of that are users of our products."

While Stahl has the capability to produce larger mechanics bodies, its "sweet spot" is smaller service bodies, Halpin said. Stahl also has an Arbortech division that builds bodies for tree service and landscaping businesses.

"It's a good place to meet a lot of your existing customers," said John Henley, an Arbortech sales rep. "You see so many of them in one spot."

For a company like Stahl determining which shows to attend can be daunting.

"Every industry has its show," Halpin said. "You could literally be at a show probably 48 out of 52 weeks of the year if you had the budget and you had that kind of determination."

A little sunburned

For the most part, exhibitors at ICUEE sounded satisfied with how the show turned out.

"It's been real busy," said Cory Kats, a sales manager for the midwest U.S. with Service Trucks International. "We have some vendors that actually help us out and supply a lot of our stuff and we see a lot of customers here."

STI, based in Sioux City, Iowa, was promoting its new service body, model 2250 crane body, which features a headache rack, the company's 30-foot Tiger crane, Ameri-

ICUEE WRAP

"If you walk the show you really see our presence. We are in a lot of booths on a lot of different vehicles, lot of different manufacturers. So for us it's our largest show by far."

— Tim Worman,
product manager,
Vanair Manufacturing



can Eagle aluminum roll-out doors, and a retractable step at the back.

The STI booth was right near the entrance to the show's N lot, which was closest to the exhibition hall, so it likely received traffic coming to enjoy the outdoors in the cool morning air, and then heading indoors to beat the heat in the afternoon.

"I'm a little sunburned but that's just fine," Kats said.

Show rookies impressed

Missouri-based Hippo Multipower, which as its name implies manufactures hydraulic, air, electric, and welding power in a single compact unit, exhibited at ICUEE for the first time, said inside sales manager Nathan Cooper.

Traffic was good, he said, especially in the morning. "We had a lot of good conversations," he said. That included with upfitters and OEMs.

His company has attended other trade shows, including the NTEA's Work Truck Show.

"This show is bigger. It's a little more specialized," he said, noting that it has both indoor and outdoor exhibits as well as "very high quality attendees."

Another ICUEE rookie was Ben Rookey, marketing manager for Fort Worth, Texas-based BrandFX Bodies, who quipped that "I've been a Rookey my whole life."

He said the show was "pretty busy" and the company's new products on display — such as its composite Ultimate FX body, which also has a proprietary composite understructure, and its 84TXT mechanics truck — received a lot of interest.

"They're liking the light-weight benefits and the fact that they cannot physically corrode," Rookey said.

Since joining BrandFX about a year ago, after having worked in marketing for a small aerospace firm, Rookey has already attended a few other trades shows, including ConExpo and the Work Truck Show.

"A lot of people would say this is the show," Rookey said. "The Work Truck Show is a big one for us, we definitely enjoy that one. But between the Work Truck Show and ICUEE, those are our big two. ConExpo is a big success for us also."

Weather matters

At the booth of The Knapheide Manufacturing Company, Tony Marshall, manager of product marketing and strategy, said the good weather made for a good show.

"The mornings have been nice and cool so you've had a lot of good action in the morning," Marshall said. "And then in the afternoon we've had the ability to connect with all of our suppliers and other business partners. So that's always helpful that everyone's here in one spot."

That was contrast to 2015 when "we were huddling around the tent with the doors closed, clinging to life," he said.

Knapheide had about 60 employees at the show, including 20 to 25 working the booth with the rest fanning out to meet partners and suppliers.

"We have displays in every major OEM booth at the show — General Motors, Ford, Ram. The Mercedes Benz booth is 100 percent Knapheide and Sortimo products. So it's a good showing for us."

New ideas galore

It has become a tradition over the last 20 years for representatives of General Body and Equipment, based in Edmonton, to make the trip from Alberta to the show, said general manager Scott Cassels, who was attending for the second time.

"There's a lot of new ideas that we haven't seen before that make sense and we'd be willing to integrate into what we do," said Cassels.

For example, the company, which previously did only custom builds, recently introduced a line of prefabricated bodies, "where we want them on the shelf and ready to go for when a customer needs something last minute and needs it in a hurry," Cassels said.

To that end, he came across a few drawer manufacturers at the show whose products might work with those prefabricated bodies. That includes master-rod locking systems that he thinks customers might appreciate.

Travis Purgett, central territory manager for the work truck solutions division of Miller Electric Mfg. Co., said the company's booth enjoyed steady traffic. "A lot of interested people, a lot of great leads," he said. "It's been a very positive show."

ICUEE is an important show for Miller, especially its power systems division, which was featuring its EnPak A28GBW all-in-one power unit that Miller launched at ConExpo.

"The work truck channel is a very big piece of our business," Purgett said. "So any time we can get out in front of customers that are focusing on work trucks, service trucks, utility trucks, it's very valuable to us."



Nathan Cooper staffs the Hippo Multipower stand at ICUEE 2017.



Cory Kats works the booth of Service Truck International at ICUEE 2017.

There's a lot of new ideas that we haven't seen before that make sense and we'd be willing to integrate into what we do."

— Scott Cassels, general manager, General Body and Equipment



Ben Rookey, marketing manager for BrandFX prepares to drop a weight that will dent aluminum but not the composite material of a BrandFX service body.



Tony Marshall of Knapheide stands by one of the Quincy, Illinois-based manufacturer's service bodies on display at ICUEE 2017.



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ICUEE WRAP

ICUEE Views

Exhibitors share their insights on biennial trade show

STORY AND PHOTOS BY KEITH NORBURY

Dozens of service truck manufacturers and related business exhibited at the 2017 version of the biennial International Construction & Utility Equipment Exposition.

Service Truck Magazine spoke with many of them. The following are some of their impressions of the show, also known as ICUEE or the Demo Expo, held Oct. 3-5 at the Kentucky Exposition Center in Louisville.



Visitors stroll outdoors in the sunshine of the International Construction & Utility Equipment Exposition in Louisville, Ky., in early October.



General manager David Spear mans the J&J Truck Equipment booth at ICUEE 2017.

"Qualified buyers"

J&J Truck Equipment of Somerset, Pa., exhibited at ICUEE for the first time in 2017.

"We've enjoyed it," said general manager David Spear. "Really good traffic in the morning, slows down in the afternoon when it gets hot. But we're enjoying the fact that most of the traffic is qualified buyers, not tire kickers."

In addition to producing its own line of dump bodies, J&J is a dealer for Knapheide and Auto Crane service bodies, as well for BrandFX composite bodies.

"The customer owns the chassis," Spear said. "Then we either make or purchase the body, and then we do a complete upfit from there."

He estimated that about 45 percent of the company's business is in the heavy-duty mobile repair segment. The show is a good fit for his company, which is increasingly focusing on fleets, particularly energy and utility fleets.

"It's been across the board," Spears said of the potential customers who stopped by the booth. "Different people are looking for different things. So our mechanics truck got a lot of attention. And the utilities, the communications people have been looking at the composite body quite a bit. And then a lot of the energy utilities have been looking at the enclosed service body."



Brian Buckley and Mike Pettigrew staff VMAC's indoor booth at ICUEE 2017. The Nanaimo, B.C. maker of vehicle mounted air compressors also had an outdoor display at the show.

"No complaints"

"The show has been extraordinary. I can't believe the quality of people that have been through our booth," said Mike Pettigrew, marketing manager for Nanaimo, B.C.-based VMAC Global Corporation, a maker of vehicle-mounted air compressors.

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- Juan Ibarra, owner/operator Ibarra Industries LLC.
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ICUEE WRAP

VMAC had indoor and outdoor booths at the show “to protect against the weather because in Louisville you can have a mix of either temperatures like this or extreme cold and wind and rain,” Pettigrew said.

At the show, the company had the official launch of its Honda-powered G30 gas-engine-driven compressor, as well as a draw to win one of the new units.

While Pettigrew had “no complaints” about the show, he observed that traffic was “maybe a little bit lighter” than previous ICUEEs he has attended in his 17 years with VMAC. But he attributed that to 2017 also being a year for the triennial ConExpo-Con/Agg show in Las Vegas.



Darren Bassler, Steve Best (center), and Justin Winne work the Hannay Reels booth at ICUEE 2017.

Lack of rain noted

Steve Best of Hannay Reels, who has attended about five ICUEEs, said it was a good show this time around as it always has been.

“The good thing about this year is it hasn’t rained,” said Best, who covers the southeast United States for OEMs and dealers.

For the markets that ICUEE targets, Hannay sells a lot of twin-line reels, as well as gravity reels, for service, utility and crane trucks, Best said.



Jerry Melillo and Arturo Ramirez, zone sales manager for Latin America, watch over the Muncie Power Products booth.

All the way from Mexico

Coming all the way from Mexico City was Arturo Ramirez, who takes care of Latin American business for Muncie Power Products.

“The equipment is amazing,” Ramirez said. “It’s complete solutions for every single aspect of the needs for the electrical companies and utility vehicles.”



Matt Hall (right), export operations for Mexico with Indiana-based Nesco Rentals, stops by the booth of his former employer Reelcraft Industries to chat with Bruce McPhail (left) and James Maggard.

“Fairly steady”

Bruce McPhail of Reelcraft Industries said he was also pleased with the show, describing the attendance as “fairly steady.”

Attending his second ICUEE, McPhail was touting a couple of new products, including the HG 70000 electric cord reel, which features 100 feet of extension cord on a spring reel, as well as variation of the reel with 100 feet of 3/8th-inch air line.



Sales rep Jim Guest staffs the Pride Bodies booth at ICUEE 2017.

Subbed: Attendance “way down”

Jim Guest, sales manager for Pride Bodies Ltd., which is based in Cambridge, Ont., said that attendance seemed to be “way down” compared with previous iterations of ICUEE.

“The people we have talked to have been few and far between but they have been very quality people that we have talked to, very quality people,” said Guest as the show was winding down, not long before he would drive the smaller of the two trucks Pride displayed at the Next Hydraulics S.R.L. booth back to Ontario.

“We don’t do a lot in the electrical utility market. We’re more construction related,” said Guest, whose company specializes in all-aluminum bodies. “So most of the construction-related people we have talked to have been very good, very open because people are still a little bit close minded on aluminum in the United States compared to Canada.”

Pride, which was acquired last year by Pennsylvania-based railway equipment maker Wabtec Corporation, exhibited two weeks earlier at the biennial Railway Interchange show in Indianapolis. It was “probably the best trade show I’ve been to in 25 years,” Guest said.



Tim Wallace of Iowa Mold Tooling Inc. promotes an IMT service body on display outside the Ford booth at ICUEE 2017.

Partnering with OEMs

At the Ford booth, Tom Wallace, sales manager for Iowa Mold Tooling Co. Inc., was promoting a Dominator CS contractor series body on display. IMT didn’t have its own booth but partnered with other companies such as Kenworth, which also displayed an IMT body, and Utility One Source, which has an IMT articulating crane at its booth, Wallace said.

“It always is good to be out here and interact with customers,” Wallace said. “Our dealers come in and stop by. What I’ve found is in the mornings it’s been great, and

a little slow here in the afternoon. But it’s warm here in Louisville and I think people go into the air conditioning in the afternoon, and I don’t blame them. The great news is the sun is shining the whole show and no rain.”

For the Dominator CS series, the body compartments have been reconfigured to incorporate a lube system with small tanks and hose reels built into the compartment. It sacrifices some tool space but put lubricants for preventative maintenance at a technician’s fingertips. The body is already popular with small rental companies, Wallace said.

“We don’t carry a lot of product here, not hundreds of gallons but it’s enough to do an oil change on a skid steer that’s been out on rent, and in a certain contractor location, he said.

While the body was designed around that market, it is starting to be accepted in other markets.

“That’s why we brought it here to the utility show this year,” Wallace said.



Tom Wibben of Maintainer Corporation expects a busy year in 2018.

Good year anticipated

Tim Wibben, sales and service manager for Maintainer Corporation of Iowa, said it was a good show with steady traffic.

“We are also happy with the fleets and customers that have come past the booth,” said Wibben, who was promoting Maintainer’s new EH3516 service crane. “It looks like it’s going to be a good year heading in 2018. Everybody seems like they’re pretty busy and looking to upgrade their fleets and get some new products. So we’re excited about that.”

Construction, including bridge and road replacements, is among the strengthening segments of the economy, Wibben said.

“A lot of the support industries are trying to keep up with that,” Wibben said. “I think there’s maybe been a little pent up demand as well.”

In the dozen times he has attended ICUEE, it has grown considerably, he said. So have the equipment markets and Maintainer’s reach into those markets. When the company started 41 years ago, it was more focused on the midwest, in local construction and agriculture industries.

“Then through the years we’ve grown and expanded into additional construction fleets, municipal, mining, logging, railroad markets as well,” Wibben said. “So we’ve diversified. All of those markets need service trucks.”

And many of those markets converge on ICUEE every two years.

“A lot of existing distribution comes to these shows. So it’s an opportunity to train and update them on the new products that we’re offering,” Wibben said, noting that the show is also an opportunity to build relationships with existing customers. “And then of course you’re always looking for some new opportunities as well. So all of those are going to take place and we look forward to them at shows like this.”



ICUEE WRAP

Gold Rush star rolls in his rig to ICUEE stand

Juan Ibarra's mechanics truck arrives with new accessories to Kentucky trade show

STORY AND PHOTOS
BY KEITH NORBURY

It's a long way from the gold fields of central Colorado to Louisville, Ky.

Juan Ibarra, heavy equipment mechanic and star of the Discovery Channel's *Gold Rush* reality series, drove his 1992 Peterbilt 379 with its 1995 Aresco mechanics body all 1,200 miles to attend the Demo Expo in early October.

The truck arrived tricked out with new CTech tool drawers as well as lube skid from Taylor Pump & Lift as it went on display at CTech's booth at the 2017 version of the biennial International Construction & Utility Equipment Exposition, as the Demo Expo is officially called.

"We're here kind of checkin' out the latest and greatest of what's going on in the industry," Ibarra said during one of his appearances at the booth to greet *Gold Rush* fans and other ICUEE attendees.

Ibarra said he just finished using the CTech drawers and the lube skid during shooting on the most recent season of *Gold Rush*. He said he was really happy with the upgrades.

No more rattles or pails

"I had a different drawer system in here which I wasn't really happy with," Ibarra said. "They rattled apart. And then the drawer latches, they would never latch properly. So you would close them and unless you actually locked individual drawers they would never stay locked in. You'd be going down a dirt road, and they'd vibrate open. You'd open up the drawer (compartment) and the drawer would fall out. So it was never good."

His system for handling lubricants was even worse.

"I never had a lube skid before," Ibarra said. "So it was all five-gallon pails and you know how hard that is ... especially when you need to go top off a machine that needs 30 gallons. It gets to be a bit of a pain in the butt."

The lube skid not only provides new, fresh oil but can hold 120 pounds of grease and 50 gallons of waste oil, he said.

"I can pull up to a piece of equipment, hook up the hose, and pull out the oil, and fill it up within just a few minutes. It's really convenient."

Ryan Peterson, CTech Manufacturing's inside sales manager, said the company approached Ibarra at ConExpo-Con/Agg in Las Vegas in March about providing him the drawers pro bono with an invitation to appear at ICUEE.

CTech — based in Weston, Wisc. — deals with Auto Crane, which had earlier put ones of its cranes on Ibarra's truck. Auto Crane put Peterson in touch with Ibarra to work out a deal on the drawers.

Cervezas grease the wheels

"And I went out to ConExpo in Vegas and we were sitting around having some Coronas and I said, 'Hey you want to bring your truck to my show?' And here we are."

At ConExpo, Ibarra parked his rig on the stand of Cleveland, Ohio-based Lincoln Electric, to help Lincoln promote its Air Vantage 600 SD hydraulic four-in-one unit that was mounted on the truck. (Lincoln didn't exhibit at ICUEE.)

Jeff Taylor Jr., vice-president of Taylor Pump & Lift, also met Ibarra at ConExpo when he walked up to the Taylor booth.

"We showed him some examples and why our skid would do him a better job than others, and that's what he wanted to go with," Taylor said. "So we were able to strike a deal with him and he's been happy and we've been happy."

St. Louis-based Alemite — which manufactures pumps, hose reels, and meters used in Taylor's lube skids — was also a partner in the deal.

"I think just potentially he gives us a lot of exposure," said Frank Stevenson, east coast sales rep for Taylor, which is headquartered in Concord, N.C. "And I feel pretty comfortable that we'll get some air time on that show with the skid in the back of his truck."

It took Ibarra a day and a half to make the trek from Fairplay, the historic Colorado mining settlement where *Gold Rush* recently shot its eighth season and his third on the show. Episodes were scheduled to begin airing in mid October.

Down-to-earth guy

It was Ibarra's first trip to ICUEE. When not meeting fans, he got a chance to walk around the show for a couple of hours.

"I like it," he said. "I've seen some of the bigger shows and this is definitely a good size show but I like the feel. The variety of what's here is pretty amazing."

ICUEE focuses more on utility equipment compared with the trommel screens, rock trucks, haul trucks and massive excavators he services on *Gold Rush*.

"Definitely this is more of a utility show but there still is a lot of heavy equipment, service trucks here as well," Ibarra said.

Peterson said that Ibarra was a big draw for CTech at the show, calling him a "very down-to-earth guy" and "willing to bend over backwards for us."

Jeff Taylor agreed that Ibarra is very approachable and a good ambassador for the industry.

"I think that's why we hit it off," Taylor said. "Because he's not just a face, he's good guy and he don't mind getting dirty. That's what our product represents."



Juan Ibarra, star of Discovery Channel's *Gold Rush*, checks out the new CTech drawers on his service truck on display at CTech Manufacturing's ICUEE 2017 booth.



Jeff Taylor Sr., Frank Stevenson, Jeff Taylor Jr., and Mike Thulin work the Taylor Pump & Lift stand at ICUEE 2017.

"I never had a lube skid before. So it was all five-gallon pails and you know how hard that is ... especially when you need to go top off a machine that needs 30 gallons."

— Juan Ibarra, heavy equipment mechanic and *Gold Rush* star



Ryan Peterson, inside sales manager with CTech, says company approached Juan Ibarra at ConExpo in March about bringing his rig to ICUEE in October.



Compressor maker offers lowdown on new products



New airend of 8060-UBI underdeck air compressor from Boss Industries LLC measures up at ICUEE 2017.

Attention low-riders, Boss Industries LLC has a new airend for its 8060-UBI underdeck air compressor.

So long as you don't ride too low.

"Everybody is starting to go to these smaller chassis," said Chuck Hamilton, director of marketing and OEM sales for Boss, at the company's booth during ICUEE 2017.

But the air compressor components are still quite large. "Ground clearance becomes critical," Hamilton said. "So we've designed what we call a new low-profile airend."

A measuring stick beside the device revealed about nine inches of ground clearance, while nearby sign said the lightweight airend gained four to six inches of additional clearance.

"We're pretty excited about that," Hamilton said. "It's something we've been working on for awhile."

Most of the applications will be for Ford products, although he expected it will also be available for others, such as with Allison transmissions.

"From Day 1, it's been a very positive addition to our line," Hamilton said.

A few other Boss products also made their debut at the International Construction & Utility Equipment Exposition in Louisville, Ky., in early October.

They are the Bullet D, a diesel-powered version of the Bullet rotary-screw air compressor; the Infinity 80, an hydraulically driven rotary screw compressor with flexible continuous output varying from 45 to 80 cubic feet per minute; the Bullet G, which adds a generator option to the Bullet 2; and the BA-440, a lighter-weight standard piston compressor that replaces the BA-435.



Chuck Hamilton of Boss shows off the new Bullet D rotary screw air compressor.

The Bullet D builds on the success of the 70 cfm Bullet gasoline-power compressor, Hamilton said.

It comes with a built-in fuel tank. The 18-gallon tank holds enough fuel to power a typical work day, he said.

"You can trailer mount it. You can tank mount. Or mount it on a service truck and

it's ready to go," Hamilton said.

The compressor is also designed to be ordered without a fuel tank. That way, the compressor draws fuel from the truck's onboard tank.

"So now when all those idling application laws get into effect in critical and tight areas, you shut your truck down and you still have air on demand and its above deck and away you go," Hamilton said.

The Bullet D is powered by a Yanmar tier 4 final water-cooled diesel engine. The compressor is rated at 80 cfm and 100 psi.



Boss Infinity 80 produces 45 to 80 cfm.

The Infinity 80 is based on the Boss Infinity 35, and replaced the Infinity 60, except the new version can generate variable output of 45 to 80 cfm.

"The range in the past has never been that broad," Hamilton said. "In our previous one (the Infinity 60) we could go from 45 to 60 but we could never go from 45 to 80."

What's the significance of 80 cfm?

"It's perfect for that 90-pound jackhammer guy, pavement breakers," Hamilton said. "This is exactly what they've been wanting for."



BulletG includes generator.

Adding a generator to the Bullet 2, to create the Bullet D, "was the genius of Todd Hudson," vice-president of sales with Boss, Hamilton said.

"We've taken a product that's not only stayed in the utility truck market but has grown outward into other areas," Hamilton said. "By adding a generator package to it now we've just increased that market even substantially more."

As a rotary screw compressor, it produces 70 cfm; as a generator it creates 6.0 kilowatts of power.

"It can be an either or operation," Hamilton said. "It's either air or either power; or we can do a multifunction unit where you can do 30 cfm and still have have 6.0 kW power."

Finally, the BA440 produces 40 cfm in a package that weighs about 260 pounds less than similar machines but still has the same footprint as the BA435 model it replaces.

"That's a worker in a truck that you've just now removed 24/7, 365 days a year," Hamilton said.

What he finds most exciting about the BA440 is that it is a "completely U.S. built and designed product."

For more information about Boss, which is headquartered in LaPorte, Ind., visit www.bossair.com.



Boss BA440 built and design in U.S.

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ICUEE WRAP

New compressor needs no air tank

The new Honda gasoline-driven G30 air compressor from VMAC Global Technology Inc. weighs just 205 pounds, about half that of similar compressors, a VMAC sales rep said during a recent demonstration.

The unit also occupies half the footprint of comparable models, Mike Schaum, VMAC's sales rep for the U.S. southwest, said during a press conference at the International Construction & Utility Equipment Exposition in Louisville, Ky., in early October.

The heart of the unit is a Honda GX390 gasoline engine that is equipped with a 1.6-gallon fuel tank. "It can idle for up to 5.7 hours," Schaum said, adding that at full load it produces 30 cubic feet per minute of air continuously at 100 pounds per square inch for an hour and three-quarters.

The Honda engine is an improvement on the compressor's former Subaru EX40 engine in several ways, VMAC marketing manager Mike Pettigrew said in a news release. For example, the new version is 23 percent quieter at high idle and 75 percent quieter at low idle, he said. It is also 15 percent more fuel-efficient.

At ICUEE, Schaum fired up the generator to run a three-quarter-inch impact gun. With the engine grumbling like a typical lawnmower and his voice muffled by the piercing sound of the air gun, Schaum declared, "It's much quieter."

The 100 percent duty cycle oil-injected rotary screw air compressor is VMAC's own design, Schaum said. Key to that design is the G30's lack of an air receiver tank — unlike a similar compressor with a 30-gallon tank.

"You can see a lot of them with the big 30-gallon tank mounted up in the bulkhead area of a service body taking up a lot of space," Schaum said. "This will go right up on top of a compartment."

For high air-flow, high-duty applications, however, the G30 can come with optional triple four-gallon air receiver tanks, which adds about 80 pounds to the weight and eight inches to the height of the unit.

The G30's continuous flow "can produce up to 130 psi in short bursts and 100 psi at 30 cfm continuously," Schaum said.

Its drive system also differs from similar compressors. "This is running off a serpentine belt and it has tensioners," Schaum said. "So there's no adjusting belts or anything like that. It's a pretty smooth situation."

A pneumatic throttle controls the air by ramping up the engine. "After it builds air, it'll idle itself back down until you squeeze the trigger on an air tool or something like that," Schaum said. "And it'll power itself right back up again."

The G30 comes with its own batteries, which means it doesn't have to be wired to the truck, he said. "Basically you can bolt this right down on the truck, put fuel in it, hook an air line up to it and it's good to go," Schaum said.

The compressor has a built-in unloader so that the engine can be unloaded and warmed up during cold weather. "That's another issue that people have with small gas engine compressors is getting them to work in the winter-time," Schaum said.

A cold climate kit is optional for more extreme conditions. "Just plug it into an outlet or into an inverter for half



Mike Schaum of VMAC goes over the features of the B.C.-based company's new G30 air compressor powered by a Honda gasoline engine during a press conference at ICUEE 2017.

an hour on your way to a job or whatever and it'll be warm when you get there and ready to go to work."

To deal with other temperature extremes, the unit has an automatic overheat shut down feature. Other features include an automatic air pressure blow down, "so when you shut the system down it'll blow the air off the unit," and built-in low-watt pressure sensor that shuts off the engine should the oil pressure drop too low.

Service is as simple as changing the oil and air filters every six months or 200 and 400 hours, he said.

Based in Nanaimo, B.C., VMAC stands for vehicle mounted air compressors. For more information, visit www.vmacair.com.



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ICUEE WRAP

Photo by Keith Norbury



Above: Jonathan Cadle-Adams (left) and Robert Meeker of Vanair Manufacturing Inc. talk with Gerald Puente and Bob Thomson of Dairyland Power Cooperative of La Cross, Wisc., about Vanair's PTO-driven rotary-screw air compressor and 10-kilowatt generator mounted beneath the chassis of a truck.

Right: Jake Upper of Nisource, an Ohio gas and electric utility, demonstrates the welder on Vanair's Air-N-Arc 300 all-in-one power system, which comes in gasoline and diesel versions, at the Vanair stand at ICUEE 2017.



Todd Hannum, director of sales and marketing for Auto Crane, promotes the NexStar Connect system at the Tulsa, Okla.-based company's ICUEE 2017 booth.

Crane telematics system revealed

A new telematics system from Auto Crane was unveiled at the biennial International Construction & Utility Equipment Exposition this fall.

Called NexStar Connect, the system tracks information in Auto Crane's NexStar III crane management system "and makes it usable to anyone who's monitoring the asset," said Todd Hannum, Auto Crane's director of sales and marketing.

"For instance, they'll be able to understand any of the error codes or any of the messages created inside the crane management system and then be able to take that and extract it to be able to make decisions based on whoever is using the truck," Hannum added during a brief interview at the Auto Crane stand at ICUEE 2017 in Louisville, Ky., in early October.

The telematics system can tell a user how much weight the crane is lifting, in what position, and if the outriggers are extended or not.

"It will also let them know if the operator is using the truck in a manner in which they're supposed to — all that sort of stuff," Hannum said. "So it gives more usable information to make decisions."

At the 2015 ICUEE, Auto Crane introduced the NexStar III crane management system that features a pistol grip remote control that can be operated by one.

Based in Tulsa, Okla., Auto Crane is a subsidiary of Ramsey Industries.

For more information, visit www.autocrane.com.

Range of compressors promoted

An aluminum rotary screw encapsulated air end, a line of tier 4 final compliant utility mount compressors, and two other compressors were featured at the booth of Vanair Manufacturing Inc. at ICUEE 2017.

Vanair's aluminum VRS-E85 air end is "an oil flooded, rotary screw compressor module that encapsulates the coalescing tank and integrates the main parts of a compressor system on a single unit," said a news release from the company's ICUEE press kit.

The unit, weighing 75 pounds, is capable of 40 to 85 cubic feet per minute and 175 pounds per square inch of air power.

"Due to its small footprint, the VRS-E85 can be installed on practically any platform," the release said.

It can be direct-, belt-, or hydraulically driven. The VRS-E85 is made in Michigan City, Ind., where Vanair is based.

Vanair's new tier 4 utility mount compressors — the V185-UT, V210-UT, and V260-UT — were introduced in August. They feature rated capacities of 185, 210, and 260 cfm respectively. The 2,340 pound V185-UT has a Deutz engine while the V210-UT and V260-UT models are powered by John Deere engines, according to a Vanair spec sheet.

"These stand-alone machines, which are typically cross-mounted along the bulkhead of the body of the vehicle, are equipped with a waterproof eye level, curbside digital control panel for easy accessibility," a Vanair news release said. "The corrosion resistant canopy has fork pockets and a balanced single point lifting bail for easy installation and removal."

Other features on each include two three-quarter-inch service connections, steel fuel tanks, curbside fuel fill and air filter access, and an automatic shutdown and protection system, notes the spec sheet.

"Our new utility mount air compressors provide our

customers the perfect option when a non-PTO type of air compressor is desired, or the PTO is not available," Vanair president Greg Kokot said in the release.

Also introduced were the trademarked Reliant RS45 and RS85 hydraulically driven air compressors.

The "featherweight rust-proof aluminum canopy" of the RS45 "reduces truck weight and fuel consumption," news release said. It provides 45 cfm and 150 psi of on-demand power at 100 percent duty cycle.

The RS85, which weighs 238 pounds, "is designed with an aluminum canopy, base, and air end to reduce vehicle payload and to protect against rust," a release said. It produces 85 cfm, enough to operate a 90-pound jackhammer, inch-and-a-half impact wrench, and a four-inch piercing tool, as well as assist in air gouging.

"Its compact footprint increases deck space on your truck, and its sound attenuation design decreases noise levels for comfortable operation," the release added.



Vanair also featured products from two companies it acquired earlier in 2017 — Goodall Mfg. LLC, and the Cyclone Air Power product line from Sullivan Palatek.

Those machines included Goodall's Start-All and Boost-All products as well as Cyclone's Storm PTO direct-drive air compressor/generator system.

In January 2018, the company will launch Vanair's Learning Center, an online computer-based training program.

For more information, visit vanair.com.



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ICUEE WRAP

Seen at ICUEE 2017

There was a lot to see at biennial Kentucky trade show

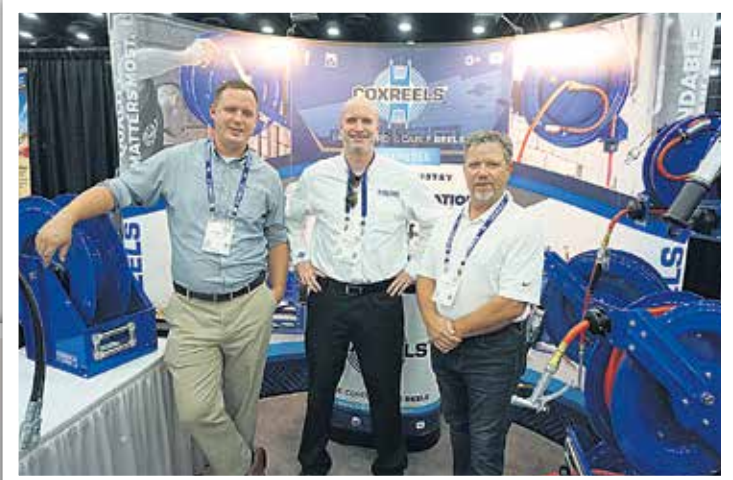
The biennial International Construction & Utility Exposition, also known as ICUEE or the Demo Expo, brought sellers and seekers of heavy equipment and related accessories to Louisville, Ky., in early October.

Below are photos of some of the exhibitors, attendees, and educational sessions that Service Truck Magazine encountered during the show, which took place Oct. 3-5 at the Kentucky Exposition Center. The next ICUEE is scheduled for Oct. 1-3, 2019 at the same location.

Brian Williams (left), Scott Tremayne (center) and Michael Mahoney of Fulterer USA promote their company's drawer sliders to OEMs at ICUEE 2017.



Utility One Source CEO Fred Ross (center) is flanked by Ryan McMonagle and Ben Link during a press conference at the company's booth at ICUEE 2017.



Jeff Martin, Brad Coreno (center), and Kevin McClain tend the Coxreels booth.



Ian Condon prepares to hand out model utility trucks at the Utility One Source booth.



Daniels Sears of Drake-Scruggs Equipment, a BrandFX dealer in Springfield, Ill., goes over the features of BrandFX's UltimateFX composite body that includes a composite undercarriage.



Fortunato Gulino, with Consolidated Edison in Astoria, N.Y., checks out the folding step on the back of a Service Trucks International body on display at ICUEE 2017 as he chats with STI's Jesse Hoffner.



Steve Coffee looks after the Liftmoore stand at ICUEE 2017.



Consultant Dan Samford (right), principal of Peak Performance Asset Services LLC, stops by the Service Truck Magazine booth during a field classroom session.



Jeff Peterson of Prime Design tidies up the booth of parent company Safe Fleet just before the doors open at ICUEE 2017.



LEFT: Sales manager Nick Moss is ready to greet visitors to Service Truck Magazine's booth at ICUEE 2017.



Catherine Jones of Louisville plays the part of one two Titan Armor girls at the Auto Crane stand.

Isaac Barlow, CEO of busybusy time tracking, conducts an educational session on how new technologies are adopted on job sites.



LEFT: Keith Ball assembles a man lift at the Palfinger stand under the watchful eyes of Ed Morris and Anthony Gentile (right).



RIGHT: Charles Mehla, president of Teamco Inc., stands by one of the South Dakota-based company's Feterl service bodies.



John Tremblay, power generation and utilities manager, promotes Snap-on Industrial's high-tech tool chest that uses the company's trademarked Level tool control system to ensure they are returned to their rightful places after use.

BELOW: Dusty Weis (left) of AEM, Rusty Ortkiese of Gresco Technology Solutions, and Danny Ellis of SkySpecs (right) take part in a panel discussion at ICUEE 2017 on using drones on work sites.



ABOVE: Kenneth Lauer of OEM Controls Inc. and OEM Data Delivery talks about the sensors that can be connected to the Connecticut-based firm's telematics systems.

New system dispenses lubricants with accuracy

A touch-screen system for accurately dispensing lubricants made its debut at the 2017 International Construction & Utility Exposition this October in Louisville, Ky.

Sage Oil Vac's new NextLube system displays the amount of fluid transferred by gallons, as opposed to percentages, and indicates what type of fluid is being transferred, company president Aaron Sage said during a demonstration at ICUEE.

"What we hear from our customers quite a bit is they might have operators who don't know which tank goes to what or they don't know which fluid is in which tank," Sage said. "Or they'll transfer the system to another location and a new set of employees will start to work on it and they don't know what's in it."

The touch screen enables an operator to select a tank containing a certain fluid, say 80W-90 gear lube, as well as the size of the tank and how much of that fluid it contains. Unlike with a traditional sight tube, which might indicate whether a tank is quarter or half full, the NextLube system offers a precise reading.



Aaron Sage, president of Sage Oil Vac, shows Nick Moss, advertising manager for Service Truck Magazine, how the Sage system accurately dispenses fluids.

Sage said the company developed the system in response to customer feedback. "What our customers tell us is as the workforce rotates, they get some guys with not as much experience as the next guy," Sage said. "And this simplifies the operation for someone who is new to running their maintenance trailer or their maintenance skid or their lube skid."

The controller and display themselves are made by B&R Industrial Automation, an Austria-based company that was also exhibiting at ICUEE. A sign beside the display at the Sage booth acknowledged the B&R contribution.

Nathan Hibbs, territory sales manager with B&R, said by email that NextLube uses the B&R T30 touch screen and X90 controller. Both are programmed with B&R's Automation Studio "all-in-one development environment" and also utilize its Mapp technology, said Hibbs, who is based in Roswell, Ga.

B&R's partner, Hartfil Automation — headquartered in Eden Prairie, Minn. — helped Sage develop the system, Hibbs added.

Sage Oil Vac doesn't use pumps but instead employs compressed air and, as its name implies, vacuums to move fluids.

For example, when refilling tanks on the trailer, an operator simply hits "fill tank" on the control panel. "That's going to create a vacuum on that tank and then they can just connect right here, a barrel straw, and vacuum in fluid to load that hydraulic tank," Sage said.

And because a vacuum draws in the fluid, it cannot overflow because once the tank is full, the vacuum disappears and the system shuts off.

"A lot of times with traditional lube equipment, they overfill the tank," Sage said. "Let's say they have a hydraulic fluid tank, they'll put the fill in there and then they'll go get a sandwich or something, or go to the bathroom, and they come out and it's overflowing it."

With the Sage system, an operator can get that sandwich and not have to worry about it overflowing. "When it gets done filling, it'll stop."

For more information, visit www.sageoilvac.com.



ICUEE WRAP

Compact aluminum body unveiled

A nine-foot version of the trademarked TMax aluminum service body from Stellar Industries Inc. was unveiled at International Construction & Utility Equipment Exposition 2017 in October.

"This is just an opportunity for us to showcase to this market our lighter-weight body with a lighter frame," said Donna Popp-Bruesewitz at Stellar's ICUEE stand on the N lot at the Kentucky Exposition Center in Louisville. "It seems to be a good market for that kind of truck."

The patent pending TMax 30K aluminum body is "the latest evolutionary design" in Stellar's TMax series, said a news release from the company, which is headquartered in Garner, Iowa.

The body, weighing 1,300 pounds less than its steel counterpart, features Stellar's Torq-Isolator torsion box, a steel compartment for mounting a crane.

"The crane compartment is steel and the underbody structure is still steel just to keep the strength where you need it," said Popp-Bruesewitz, Stellar's communications manager. "And then we lightened up everywhere else."

That "significant" weight savings "gives an opportunity to put more tools and more payload in that truck," she said.

The TMax 30K aluminum body on the Stellar stand was mounted on a Ford F550 crew cab. Accessories on the body included a rotary-screw air compressor, and removable drawers with 500-pound capacity slides, all from American Eagle, a Stellar brand.

The body is designed for a crane rated



Donna Popp-Bruesewitz, communications manager for Stellar Industries Inc., promotes the company's new nine-foot version of its aluminum T-Max 30K service body at ICUEE 2017.

up to 30,000 pounds, such as the Stellar 5521 or smaller.

"There is continued demand for service trucks on smaller, less expensive chassis that are equipped with a crane that can lift up to 5,000 pounds," Stellar product manager Tim Davison said in the news release.

The side compartments' floors and walls are made of one-eighths inch high-strength aluminum. The double-panel aluminum doors feature a bonded internal hat channel "for ultimate strength while still reducing overall weight," the release said.

The extruded top of the body is also constructed of high-strength aluminum and has a pair of built-in accessory mounting rails, which eliminates the need to drill holes in order to mount equipment. "The extruded top also incorporates wire harness channels inside the compartments for easy installation and to keep wires out of the way," the release noted.



Lighter crane prototype displayed

A slimmed down version of Venco Ventura LLC's HT40 truck crane was showcased at the company's booth at the International Construction and Utility Equipment Exposition in Louisville this October.

The HT40KX, a fully hydraulic crane driven by a power takeoff, weighs about 300 to 400 pounds less than its predecessor, said Ian Lahmer, the company's marketing director.

"It's got a lower housing profile that sits closer down to the truck," Lahmer said during a brief interview at the Venco Ventura booth at the Kentucky Exposition Center. "And it's got a single piece hex boom made of high-strength steel that also has allowed the crane to lose weight."

That steel is also much thinner than in the previous HT40, which consisted of two boom halves welded together.

The prototype model on the stand featured a 25-foot boom. It weighs in at 1,500, according to a spec sheet on display. Rated at 40,000 foot-pounds, the HT40KX-25 has a maximum lifting capacity of 6,000 pounds at six feet of boom.



Ian Lahmer of Venco Ventura LLC showcases the latest version of the company's HT40KX crane at ICUEE.
Photo by Keith Norbury

Also on the stand, the company was showcasing its new electronic crane control management system. Called VLC — Ventura Logic Controls — it features a radio-remote pistol grip controller made by Hetronic Inc.

"It includes a real-time load and status LCD display," Lahmer said. "It gives you the angle of the boom, gives you the total weight. It includes grade and stability control and tons of capacity alerts. It's a big safety initiative for the operator using the crane."

For more information about Venco Ventura, which is based in Cincinnati, visit www.venturo.com.



New crane extends reach

The new electric-hydraulic EH3516 service truck crane from Maintainer Corporation of Iowa Inc. has a rating of 15,000 foot-pounds and a maximum pick of 3,500 pounds.

"But the thing that's really nice for the mechanic is that it's fully hydraulic to 16 feet," said Tom Wibben, Maintainer's sales and service manager. "So no manual jibs to mess with."

The crane comes with an optional, fully proportional wireless remote control although a tethered wired version is also available as a backup.

"It's mainly for mechanics to service truck applications," Wibben said. "So the nice thing about the electric-hydraulic is you don't need a PTO pump."

An all-hydraulic version is also available, though.

Maintainer displayed the EH3516 on a service truck at its booth at the International Construction & Utility Equipment Exposition in Louisville, Ky., in early October.

The EH3516 is one of three new electric-hydraulic and hydraulic cranes that Maintainer has added recently to its product line.

The others are the EH4520 and the EH5520, which each have 20 feet of



Tom Wibben of Maintainer Corporation demonstrates the Iowa-based manufacturer's new EH3516 service crane at ICUEE.

reach. The EH4520 has maximum lifting capacity of 4,500 pounds and a lift moment rating of 20,000 foot-pounds. The EH5520 has 30,000 foot-pound crane rating and maximum lift of 5,500 pounds.

All three cranes feature a planetary winch mounted on the boom to maintain cable tension. They are only available in a short-tower design. Full hydraulic versions of each are also offered.

The EH3516, which weighs 1,030 pounds, replaces Maintainer's 1115 legacy model hydraulic crane, which had a rating of 11,000 foot-pounds, maximum capacity of 3,500 pounds and a reach of 15 feet.

Standard features of the three new models include a three-gallon per minute power pack, self-protecting thermal shutdown on the 12-volt DC motor, and an optional battery isolator.

New DEF reels reduce vibration

A complete line of all-steel diesel exhaust fluid hose reels is available from Coxreels.

The SH and T series of DEF reels "are equipped with a stainless steel external full-flow swivel and chemical resistant Viton seals," says a news release from the manufacturer, which is based in Tempe, Ariz.

The reels also come with "a factory installed, high-quality Goodyear DEF hose" and a swivel that is "easy to access."

The reels' heavy-duty single-pedestal SH series and dual-pedestal supreme-duty T series configurations handle three-quarter-inch internal diameter DEF hoses of up to 75 feet, the release said. Each design has a Super Hub dual-axle support system "to increase stability and reduce vibration during operation."

The models come in standard spring retraction or EZ-coil controlled retraction systems that enhance safety by retracting up to 80 percent slower than conventional reels, according to Coxreels.

For more information, visit www.coxreels.com.



The SH and T series of DEF reels have "easy to access" swivels.



NEW PRODUCTS

Job sites catch Wearable wave

Small technologies promise big impacts

MATT JONES

Technologies aren't just tools you hold in your hands to increase productivity on a worksite. Increasingly, new technologies are things you wear on the job to improve safety and performance.

Familiar examples of "wearables" include the Fitbit and the Apple watch. Often such wearable devices will employ network connectivity to enhance their operation through what is popularly called the Internet of Things.

"Manufacturers are able to take these technologies and these sensors and these little computers and essentially embed it in things that were never really smart devices before, but are becoming smarter and smarter day in and day out," said Dusty Weis, strategic communications manager for the Association of Equipment Manufacturers, who gave a presentation on wearable technology at the International Construction & Utility Equipment Exposition in Louisville, Ky., in early October.

"This enables us to not only incorporate this technology in things that we didn't think we'd ever be seeing processors and computers in, but it allows operators to amass these troves and troves of data in a lot of cases. And this data can then be tapped and processed and analyzed and can reveal all sorts of things about the efficiency of operation or opportunities for efficiency; ergo opportunities for cost saving as well."

A bright idea

Much of the technology that Weis covered in his presentation is still in alpha or beta testing phases. However, they could very well become tech that reshapes the job sites of the future should they come into common use.

One wearable, which is already starting to appear on job sites, is the Illumagear Halo, a 360-degree personal-safety and task light. An evolution of the hard-hat head lamp, the halo attaches to the hard hat.

"It lights up and provides sort of aerial lighting that not only helps you see when you're working on a dark job site, but it also helps others see you," Weis said. "If you've got a utility truck parked on the side of the road and you're working later on at night, it really lights you up. It can be seen from more than a quarter mile away in all directions."

The Illumagear Halo has several settings, including a dimmed mode for up close interactions with co-workers, and a mode called high alert.

"It actually looks really science fiction," Weis said. "It looks like a UFO coming down, but it runs this flashing strobe around in a circle. It makes you extra visible — it's a great way to grab somebody's attention if you're up in the bucket and they're down on the ground and they don't hear you shouting."



Kyle Sherwood of Seattle-based Illumagear demonstrates the Halo, an illuminated ring that fits on a hard hat, during an educational session on workplace wearables at ICUEE 2017. Photo by Keith Norbury



Taylor Ruffing, of the Association of Equipment Manufacturers, tries on a FLX ErgoSkeleton back-support system from StrongArm Technologies during an educational session on workplace wearables at ICUEE 2017. Photo by Keith Norbury

Cold hands, no problem

Another piece of wearable tech that could have a significant impact on job sites is the Myo, by Thalmic Labs — an armband that allows users to interface with smartphones, tablets or computers through gestures rather than physically touching the device. Already on the market, the Myo has a number of job applications.

"This is great for people working on the job site, especially when you've got to wear thick insulating gloves either because it's cold or because you're working with electrical components," Weis said. "Or if you've got your hands full, and you don't want to grease up your smartphone but you need to use it for something. This is probably one that I'm most excited about because it's straight out of science fiction. The video they have online of people using this thing, it looks like you're running around on the bridge of the Enterprise interfacing with their technology without ever touching it."

Sensor sniffs danger

Blackline Safety recently launched a product called G7 — a sensor pack that utility workers can wear on their vests when in the field to track poisonous, odorless gases. If something hazardous is detected, the sensor not only alerts the individual user but everyone else on the job site, and sends an alert to the head office.

"God forbid the worst happens and you're incapacitated by a sudden spike in noxious gas on the job site," Weis said. "Your headquarters instantly know what's going on, they can try to reach you and get in contact with you via either a voice call or text feature built into this. They can track you on a map via GPS and see where you are. It also reports back to headquarters a sort of a heat map, when you have low concentration exposure to these poisonous gases. Even while it may not be a high enough concentration to endanger your health, if you bump into these low concentrations often enough out on the same spot on the job site, it's probably an indication that there's a problem with the equipment out there that needs to be checked out before it turns into a bigger problem."



Taylor Ruffing, of the Association of Equipment Manufacturers, demonstrates a Blackline Safety gas detection monitor during an educational session on workplace wearables at ICUEE 2017. Photo by Keith Norbury

"Manufacturers are able to take these technologies and these sensors and these little computers and essentially embed it in things that were never really smart devices before, but are becoming smarter and smarter day in and day out."

— Dusty Weis, strategic communications manager, the Association of Equipment Manufacturers

Boots made for charging

SolePower, currently the subject of a Kickstarter campaign, promises to give a jolt to all those smart devices that are becoming commonplace on a modern job site. The technology consists of ergonomic inserts in boots that use the kinetic energy of each step to charge your devices.

"This was originally launched as a consumer product for just regular folks to charge their iPhones," Weis said. "Now they're branching out and starting to explore the possibilities that SolePower will have for charging smart technologies that are going to be used on construction and utility job sites as well. They're hoping to get his product launched in 2018, but they're going to start looking at including GPS, motion sensors, RFID, and lighting as upgrades that you'll be able to accessorize for the job site."



Dusty Weis, of the Association of Equipment Manufacturers, discusses SolePower boots during an educational session on workplace wearables at ICUEE 2017. Photo by Keith Norbury

As many of these products are just getting to market, or will be there shortly, it is impossible to tell how they will change the job sites of the future. Developing an idea is one thing, but the best applications for these technologies will likely be done on the job site itself.

"You can't really be sure what's coming next, because the technology is evolving so quickly," Weis said. "What gets adapted, what consumers and businesses find the most value in is going to be shaped on the job site by the boots-on-the-ground people and what they find useful. And what, frankly, keeps them safer on the job site is ultimately going to determine that."

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

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COVER

Bulk filtration *continued from cover*

covered diesel fuel-chain issues, such as “why bulk filtration, or filtering biodiesel prior to being put into use on the equipment, should be an integral part of every contamination control strategy,” according to the session synopsis.

Grossbauer told *Service Truck Magazine* in an interview that there is a need for more sensitivity to incoming fuel problems. Tools such as ion engine filters could be disregarded by users due to past inefficiency. However, those older filters didn't have to be sensitive to fuel issues and have also evolved accordingly.

“Now, we've got really efficient filters that are really sensitive,” Grossbauer said. “There's a challenge of balancing protecting the high-pressure common rail with getting an acceptable service life, so you don't plug the filter prematurely after so many hours, so many miles.”

Bulk filtration favored

Grossbauer's recommendation is bulk filtration of fuel — cleaning the fuel to a certain level before it goes into the equipment in the first place. Removing as much contamination as is practical before use ensures that onboard filters are meeting the balance of protecting the high-pressure common rail while still getting to use the full life of the filter. Fuel infrastructure

hasn't evolved along with the engines, leaving room for companies such as Donaldson to present bulk filtration solutions, he said.

“If you look at fuel specifications, how much contamination can be in fuel, the infrastructure hasn't really changed,” Grossbauer said. “None of the specs have evolved related to contamination problems and water problems that relate to potential breakdowns and whatnot. The burden's placed on somebody throughout that supply chain, and we're trying to provide a solution to what the existing problem is. If there hasn't been any advancements in more filtration throughout the fuel supply, then we're trying to solve that by putting extra filtration in the supply chain.”

Low-sulfur static

Diesel fuel has changed, however, with the introduction of ultra low sulfur diesel, or ULSD. While the reduction of sulfur has a positive effect on emissions, this leads to potentially dangerous static build-up, said Vern Hoppes, a product safety and compliance engineer with John Deere.

“As you remove sulfur from the fuel, the sulfur and some of the other particles that are in the fuel are able to conduct electricity,” said Hoppes, who co-presented with Grossbauer at ConExpo. “When you remove the fuel, you remove its ability to

“As you remove sulfur from the fuel, the sulfur and some of the other particles that are in the fuel are able to conduct electricity. When you remove the fuel, you remove its ability to conduct electricity, so it actually becomes an isolated charge. Since the static electricity that builds up in the fuel can't move through the fuel itself to discharge it builds up and builds up until it finally gets to that point where it does discharge.”

— Vern Hoppes, product safety and compliance engineer, John Deere



conduct electricity, so it actually becomes an isolated charge. Since the static electricity that builds up in the fuel can't move through the fuel itself to discharge it builds up and builds up until it finally gets to that point where it does discharge.”

In pipelines at terminals, the fuel is generally monitored and conductivity additives help prevent issues. However, with time and distance, those additives become less effective.

“They're not permanent, they do sort of diminish in their ability to add that conductivity,” Hoppes said. “There is heat, cold — all those things tend to diminish their ability. So, over time, that fuel starts to lose its ability to discharge and thus you end up with a situation where you have the potential where you could have a spark.”

That spark could have devastating consequences, as the flash point and vapor pressure of the fuel has been lowered as well. Together, these factors create a dangerous potential for an unintended reaction. Hoppes worked on a white paper on this issue.

“The chances of this happening are low, but when you're talking about that particular situation any chance at all we felt it was important as manufacturers to let everybody know about the situation,” Hoppes said. “Hence the white paper.”

Grounding and bonding

The most important way to deal with the static issue is bonding and grounding. Grounding is fairly commonly understood as connecting a device to the ground in order to dissipate a charge. Less commonly known, bonding comes into play when moving fuel from one piece of equipment to another — bonding the two stabilizes the charge and allows them to reach equilibrium with each other.

While modern fuel and engines require more effort on the part of operators in comparison to previous generations, Hoppes has confidence in the abilities of service truck operators to navigate the challenges.

“Service truck operators, those folks are pretty sharp to pick up on these kind of topics and share them with one another and sort of be on the ball about this kind of thing,” says Hoppes. “That's their work, that's their job. I think where it probably gets more difficult would be in the rental industry — where you have people that have a short term need for one of these pieces of equipment to do a pretty big job and they don't want to buy it. Not to say that they're any less capable or any less smart, it's just that they may not be as educated on that machine or the different



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— Scott Grossbauer, global director for clean and fuel and lubricant solutions, the Donaldson Company Inc.

aspects of that machine.”

The solution to that challenge, for service truck operators or the rental industry, is education, Grossbauer said. To that end, he and Hoppes teamed up in March, alongside Carolina Sunrock LLC's Leigh Dennis, to give a presentation about filtration and fuel issues at ConExpo 2017.

“The more we can teach people what's going on out there, what are some of the challenges they may face, the better position we're going to be in,” Grossbauer said. “So we really try to take these higher level, difficult concepts and make them easy for everybody to digest. We know that sitting through these for an hour plus is a lot of information to absorb, so the approach is to make it simple and make it something they can remember.”

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

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8747 UNDER CDL \$37,900 36,944 mi. 2008 FORD F650; CAT 7.6 CYL (210 HP); AUTO; A/C; 25,999 GVW. 2007 ELIOT FUEL DELIVERY BODY; 800 GAL; 2 HYD DRIVEN BLACKMER PUMPS.	8830 \$49,500 187,122 mi. 10 OTHERS IN STOCK 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 4X4 \$59,500 UNDER CDL 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 UNDER CDL \$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 4X4 \$39,500 74,879 mi. 2006 KENWORTH T300 4X4; CUMMINS ISM 260 6 CYL (260 HP); 6SP; A/C; 31,350 GVW. CAB & CHASSIS.
8902 5 TON \$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 13 TON \$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 4X4 \$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.
UNMOUNTED KNUCKLEBOOMS HIAB • FASSI • EFFER • PALFINGER 20' USED STARTING AT \$9,500		
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 UNDER CDL \$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.

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CALENDAR OF EVENTS

NOVEMBER 2017

Nov. 23-26, 2017

Central Florida International Auto Show

Orange County Convention Center, Orlando, Fla.

"Check out the pre-production models that are sure to steal the spotlight at this year's show."

<http://autoshoworlando.com/>

Nov. 24-26, 2017

Motor Trend International Auto Show

Las Vegas Convention Center, Las Vegas, Nevada

"Over 350 of the newest cars, trucks, and SUVs all in one place!"

<http://autoshowlv.com>

Nov. 29-Dec. 1, 2017

Construct Canada

Metro Toronto Convention Centre, Toronto, Ont.

"Visit 1,600+ exhibits, including 100+ international exhibitors, bringing the latest in design and construction innovation in products, technologies, best practices and applications."

<http://nationalgreenbuildingexpo.com>

DECEMBER 2017

Dec. 4-6, 2017

2017 Defense Maintenance and Logistics Exhibition

Salt Lake City, Utah

"If your company is involved in military and commercial maintenance technology, information systems, and management processes, don't miss this significant opportunity to showcase your products and services."

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

JANUARY 2018

Jan. 3-5, 2018

Dakota Farm Show

USD DakotaDome, Vermillion, S.D.

"Join over 25,000 agricultural producers from South Dakota, Nebraska, Iowa, and Minnesota to review the latest farm technology."

<http://dakotafarmshow.com>

Jan. 7-11, 2018

Transportation Research Board 96th Annual Meeting

Walter E. Washington Convention Center, Washington, D.C.

"The meeting program will cover all transportation modes, with more than 5,000 presentations in nearly 750 sessions and workshops."

<http://www.trb.org/AnnualMeeting/AnnualMeeting.aspx>

Jan. 11-17, 2018

New England International Auto Show

Boston Convention & Exhibition Center, Boston, Mass.

"The premier showcase of the newest model year imported and domestic vehicles — cars, vans, crossovers, hybrids, light trucks and sport utilities."

<http://www.bostonautoshow.com>

Jan. 15-29, 2018

Associated Equipment Dealers Summit & Condex

Mirage, Las Vegas, Nevada

"The AED Summit is strictly for dealers, manufacturers and suppliers to the equipment distribution industry, end users do not attend this event. This encourages your focus on what you need to grow your business."

<http://aednet.org/summit/>

Jan. 20-28, 2018

North American International Auto Show Detroit

Cobo Center, Detroit, Mich.

"At NAIAS you have the opportunity to see up-close the vehicles and technologies that will shape the future automotive landscape."

<http://naias.com>



World of Concrete returns to Las Vegas in January 2018.

Jan. 23-26, 2018

World of Concrete

Las Vegas Convention Center, Las Vegas, Nevada

"Leave with the core knowledge and latest equipment you need to win more jobs and strengthen your business."

<https://worldofconcrete.com>

FEBRUARY 2018

Feb. 11-14, 2018

North American Iron Workers/IMPACT

Labor-Management Conference

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

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

Feb. 14-15, 2018

Buildex Vancouver

Vancouver Convention Centre West, Vancouver, B.C.

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

<http://www.buildexvancouver.com>

Feb. 14-17, 2018

National Farm Machinery Show

Kentucky Exposition Center, Louisville, Ky.

"Nearly every major line of farming equipment will be on display allowing attendees to compare products side by side."

<http://www.farmmachineryshow.org>

Feb 19-21, 2018

The Rental Show

Ernest N. Morial Convention Center, New Orleans, La.

"Features construction/industrial equipment, general tool/light construction equipment and party/special event equipment."

<http://www.therentalshow.com>

MARCH 2018

March 6-8, 2018

World of Asphalt

George R. Brown Convention Center, Houston, Texas

"The industry's leading manufacturers and service providers in the aggregate, asphalt, pavement maintenance, and traffic safety industry sectors come together at World of Asphalt to showcase their latest products and technologies."

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

March 6-9, 2018

Work Truck Show

Indiana Convention Center, Indianapolis, Ind.

"North America's largest work truck event is your once-a-year chance to see all of the newest industry products."

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

March 22-24, 2018

Mid-America Trucking Show

Kentucky Exposition Center, Louisville, Ky.

"The show attracts attendees and exhibitors from throughout the United States and across the globe."

<https://www.truckingshow.com>

March 23-25, 2018

National Automobile Dealers Association Convention & Expo

Las Vegas Convention Center, Las Vegas, Nevada

"More than 700,000 square feet of exhibits highlight more than 500 manufacturers and suppliers of the hottest products and coolest technologies."

<http://convention.nada.org>



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