

SPEC MY TRUCK

Check out David Wentworth's rig, page 14

INSIDE

- Six tools identified for greening job sites 10
- Airbnb of equipment rentals aims for better asset utilization 12
- What telematics can do for you 16



SUBSCRIBE TODAY

6 Issues per year
only \$36⁰⁰

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

Service Truck

THE MAGAZINE FOR MOBILE REPAIR AND MAINTENANCE

Volume 5 Issue 2

MARCH/APRIL 2018 \$8.00

WORK TRUCK SHOW NEWS

Real news: Data doesn't lie

Work Truck Show sessions explores ways to get more productivity from your commercial vehicle

SAUL CHERNOS

Want to maximize the productivity of your work truck? A little knowledge can go a long way.

The notion that data rules the road is on tap for a panel session, titled "Get 20 Per Cent More Productivity Out of Your Next Work Truck Purchase," at the Work Truck Show this March in Indianapolis.

"Everybody has an opinion and a point of view, but data is the purest form that doesn't lie or have an agenda," Christopher Lyon, who will moderate the session, told *Service Truck Magazine* in a pre-show interview.

Using data effectively will enhance fleet productivity, panelists say.



Image by urfinguss/iStockphoto.com

Lyon, director of fleet relations with the National Truck Equipment Association, said fleet industry and technology insiders will share real-world examples of how to manage work trucks for maximum efficiency.

Fleet owners and vehicle operators who can assess the performance of their vehicles within the context of their particular environments and parameters are optimally placed to make smart judgment calls about maintenance, upkeep and everyday operation, Lyon said, decrying decisions often made with little or no data or evidence-driven understanding.

ment calls about maintenance, upkeep and everyday operation, Lyon said, decrying decisions often made with little or no data or evidence-driven understanding.

continued on page 8

FLEET PERFORMANCE

Spec your fleet quality

Work Truck Show sessions cover fleet performance improvements and budgeting

ERIN GOLDEN

Transforming your service truck fleet into a more efficient operation — both in terms of time and costs — can start with shaking up your routines around your work truck specifications.

Incorporating new technology and materials into your equipment might seem like a major production. But making a few changes can go a long way toward keeping your fleet competitive and a magnet for both customers and high-quality employees.

"We're beginning to see a bigger disparity between the best-operated fleets and those that may be considered average," said George Survant, senior director of fleet relations for the National Truck Equipment Association. "It's about the ability of the fleet leaders to get the familiarization and training and exposure to a little different way of doing business."



George Survant

continued on page 7

MAINTENANCE

Oil analysis gauges equipment lifeblood

Longtime lubrication analyst offers a crash course

MATT JONES

Ken Hill uses a simple metaphor to emphasize the importance of oil analysis: the oil in your equipment is its blood; and oil analysis is like a check-up at the doctor.

Lubricating oils prevent friction damage to equipment parts, acts as coolants, and help drain contamination from equipment when lubricants are changed, says Hill, vice-president of sales and marketing for WearCheck Lubrication Services LLC.

This is doubly or triply important for service truck operators, who have to worry not only about the engine in their own truck, but about the equipment they're maintaining, as well as supplementary equipment on the service truck.

"Without lubricating oil there, you're going to end up having a lot of wear generating and a lot of contamination inside the engine itself," Hill says.

Hill says that labs like WearCheck's will compare the amount of wear metals in a sample, and the condition of the oil itself to threshold limits established by the original equipment

continued on page 11



Image by Talaj/iStockphoto.com

Regular oil analysis is like a medical checkup, says company vice-president.

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



Smart Body



Options – wide open.

We are pleased to announce Warner and Auto Crane® as two additional brands to our line-up which will provide endless body options for you to choose from. Check out Zips.com

ZIP'S
RSB

“ It’s my goal to get you the best piece of equipment that fits your needs while also delivering world class service and support. **Kevin** ”

Kevin McCormick
Zip’s Service Body Specialist
Cell: 612.269.0871
Work: 800.222.6047
Email: kevin@zips.com



www.servicetruckmagazine.com

Editor - Keith Norbury • editor@servicetruckmagazine.com

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

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

Publisher - Tom Henry • publisher@servicetruckmagazine.com

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

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

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

ISSN 2368-4615

US mailing address:
Service Truck Magazine 815 1st Avenue, #93, Seattle, WA, 98104

Canadian mailing address:
Service Truck Magazine, 4623 William Head Road, Victoria, BC V9C 3Y7

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

Next Advertising Deadline: April 14, 2018
Don't miss the opportunity to be part of this exciting new industry publication. For more information, or to reserve space in the next issue, call Nick at our Advertising Department - +1-250-588-2195 ads@servicetruckmagazine.com

Next Editorial Deadline: April 14, 2018
For writers' guidelines and submission requirements get in touch with the Editor, Keith Norbury, at +1-250.383-5038. editor@servicetruckmagazine.com

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

ADVERTISER INDEX

Auto Crane.....	4
Boss Industries, Inc.	5
Cox Reels	13
Dakota Bodies, Inc.....	16
Eberspaecher Climate Control Systems	17
Hippo Multipower.....	back cover
Jomac Ltd.	13
Maintainer Corporation of Iowa, Inc.....	8
Palfinger Inc.....	21
Reelcraft Industries Inc.	25
Sage Oil Vac	9
Summit Truck Bodies.....	19/22
Taylor Pump & Lift	10
Vanair Manufacturing, Inc.	7
Venco Venturo Industries LLC	12
VMAC	11
Wilcox Bodies Ltd.	27
Zip's Truck Equipment Inc.	2

NEWS

Manufacturers plan unveilings at the 2018 Work Truck Show

Various truck makers plan to unveil new vehicles at the annual Work Truck Show this March in Indianapolis.

Among the reveals, according to show organizers the NTEA — the Association for the Work Truck Industry, are the following:

- Chevrolet Commercial Vehicles, presenting its Silverado 4500HD and 5500HD chassis cab trucks;
- Ford Commercial Vehicles, launching a new commercial vehicle;
- Hino Trucks, introducing a line of class 7 and 8 trucks; and
- International Truck, debuting “the driver’s ultimate work truck.”

Other original equipment manufacturers also plan announcements at the show. They include Ram Commercial, which will reveal news about the 2019 Ram 1500; Isuzu Commercial Truck of America Inc.; Mack Trucks Inc., and Mitsubishi Fuso Truck of America Inc.

Manufacturers of service bodies and service truck accessories that have scheduled press conferences at the show include the following:

- The Knapheide Manufacturing Company;
- J.B. Poindexter Inc., the parent company of Reading Trucks, and Morgan Corp.;



At the 2017 Work Truck Show, Glenn Josefosky of Ram Commercial Trucks demonstrates how an augmented reality application can show on an iPad and video monitor what a Knapheide service body would like on a Ram truck chassis.

File photo by Keith Norbury

- Palfinger North America Group; and
- VMAC — Vehicle Mounted Air Compressor.

The 2018 Work Truck Show was scheduled for March 6-9 at the Indiana Convention Center, shortly after this edition went to press. Watch for coverage of the show in our next edition.

Well-known industry exec retiring

Mark Woody, a former president of the National Truck Equipment Association, is retiring after 25 years with Palfinger Inc.

The vice-president of sales and marketing Americas and president of Palfinger Inc., Woody will retire effective March 31, 2018, said a news release from the company.

When he joined Palfinger Inc. in 1993, its facility in Niagara Falls, Ont., had about 11 employees, the release noted.

Today the company has more than 1,000 employees across North America. They include a core group that Woody “has mentored since the beginning.”

“With his strategic thinking, his great network, commitment and leadership style, Mark made substantial contributions” to the company’s success, the release said. That included strengthening Palfinger’s market position “and local value creation.”

Woody’s significant contributions to the work truck industry included serving on the NTEA’s board of trustees and as the association’s 50th president from 2014



Mark Woody

to 2015. Tim Arkilander will success Woody as Palfinger Inc. president. Arkilander has been the company’s executive vice-president of sales and business development since 2015.

“My time with Palfinger has been some of the most rewarding of my career,” Woody said in the news release. “And I certainly believe that the future of the company is in excellent hands as we continue to offer the best value solutions to our customers with Tim as my successor.”

Palfinger North America began in 1989 in Niagara Falls. Its parent company started as a small family business in Austria in 1932 and now has a presence in more than 130 countries and more than 10,000 employees.

Palfinger products include knuckle boom, material handling and service cranes, as well as Pal Pro mechanics trucks.

For more information about Palfinger, visit www.palfinger.com.

COOL TOOL

Spoon blades prevent nicks

We’re supposed to always replace rubber O-rings during repairs, but when you’re miles from civilization and the manufacturer chose to use an odd-ball-size O-ring that even your junk drawer can’t provide, sometimes you’ve got to re-use the old O-ring in the new fitting.

Traditional, pointed O-ring picks risk nicking or puncturing the precious part during removal, but a new generation of flat and spoon-blade O-ring tools gently pry O-rings from their fittings without damage.

Only \$15 from Titan Tools, slightly more from Snap-on and mainline tool retailers.

— Dan Anderson

Spoon bladed tools gently pry old O-rings.



NEWS

First woman elected to chair organization

The Associated Equipment Distributors has elected Diane Benck as its chairwoman for 2018.

The vice-president of general operations with West Side Tractor Sales of Naperville, Ill., Benck is the first woman to chair the association, said a news release from AED.

She succeeds outgoing chairman Wes Stowers, president of Stowers Machinery of Knoxville, Tenn.

"I am honored my colleagues in the industry have put their faith in me, and I am up to the task," the news release quoted Benck.

A focus of her work will be to continue enhancing the AED's educational opportunities for the next generation of equipment technicians. She also plans to continue the AED's efforts to promote its position to Washington legislators.

"We are very pleased to have Diane taking the reins at AED. Her experience and leadership skills will help our association maintain its position as the leader in the equipment distribution industry," the release quoted Brian P. McGuire, AED's president and CEO. "Based on the comments out of Washington, D.C. recently in regard to an infrastructure bill, it will be a busy year for our association. We are glad to have Diane at the helm as we expand our reach in government affairs, ramp up our training offerings and continue to grow the AED Foundation."



New podcast tracks disruption in heavy equipment industries

A monthly podcast tracking "potentially disruptive trends in the construction and agriculture equipment industries" has been launched by the Association of Equipment Manufacturers.

The *Thinking Forward Podcast* is available on many popular podcasting apps, including iTunes and Google Play, says a recent news release from the AEM.

The association will post the podcasts on its website at aem.org/think. The AEM's *Industry Advisor* electronic newsletter will also have links to new episodes.

"Podcasts are increasingly an important part of the way many people get their information," the release quoted Nicole Hallada, AEM's vice president of marketing and communications. "Our Thinking Forward initiative is in its second year of equipping attendees to succeed in a changing marketplace, so it just makes sense to build on that success by pushing into this new medium."

Podcast producer and host Dusty Weis, AEM's strategic communications manager, will tap the expertise of technology pioneers, industry heavyweights, and experts. Guests in the first three episodes include Dr. Lonnie Love of the Oak Ridge National Laboratory; drone automation pioneer Danny Ellis, CEO of Sky Specs; and Eric Lescourret, AGCO Corporation's precision agriculture advocate.

Topics will include three-dimensional printing, drones, big data, the Internet of Things, "and other disruptive forces in the equipment manufacturing sphere," the release said.

The AEM's more than 950 member companies include dozens in service truck-related industries.

Inquiries about the podcasts can be sent to podcast@aem.org.

Danny Ellis, CEO of Sky Specs, will be among the early guests on the AEM's monthly Thinking Forward Podcast.
File photo



Nicole Hallada



Dusty Weis

TITAN ARMOR™

BORN TO FIGHT

- Protects 10x longer than industry-standard paints
- Suppresses rust-spread caused by chips and scratches

- Provides overall corrosion protection from undercoat to topcoat
- Proven in salt, marine, and offshore applications

DEFEATS THE ELEMENTS

Current Paint VS. Auto Crane's Titan Armor 0-5000 Hours Cyclic Corrosion Test



Standard Fleet/Industry Paint commonly used on competitors equipment



TITAN ARMOR

Auto Crane ■ www.autocrane.com ■ acsales@autocrane.com ■ 800.777.2760

NEWS

Sales manager mourned

Boss Industries LLC is mourning the death of the Indiana-based compressor manufacturer's western regional sales manager.

The company, based in La Porte, noted the unexpected passing of Blair Larson in a posting on its Facebook page in January.

Larson has been with the company since April 2017. In a news release announcing his appointment, the company said Larson brought to his new job "a rich family heritage" in the rotary screw compressor industry and "extensive knowledge" of the industry. According to his LinkedIn profile, Larson had previously worked for Atlas Copco USA and for Vanair Manufacturing.

An obituary on the website of the *La Porte County Herald-Argus* newspaper said Larson, formerly of LaPorte, died on Jan. 14 at age 37 at his home in California. He had only recently gotten married, to Brandy Hula, in 2017.



Blair Larson

Green Truck Summit keynote to explore diverse technologies

A general manager with Daimler Trucks North America will be the keynote speaker at the Green Truck Summit taking place in conjunction with the annual Work Truck Show in Indianapolis in early March.

Kary Schaefer, general manager of marketing and strategy for Daimler's Freightliner Trucks and Detroit brands, will speak March 6 at 8:45 a.m. following the open remarks at the summit, said news release from event organizer the NTEA — the Association for the Work Truck Industry.

The 2018 summit is taking place March 6-8 at the Indiana Convention Center, shortly after this edition went to press. The Work Truck Show itself takes place at the same location, March 6-9, with the exhibition hall open March 7-9.

In her keynote, Schaefer will examine diverse new technologies and developments in natural gas, clean diesel, and electrification.

"Schaefer has incredible leadership experience at one of the most innovative companies in the world focusing on alter-



Kary Schaefer

native fuels and developments in trucks, making her a valuable partner and speaker at this year's Green Truck Summit," Doyle Sumrall, NTEA managing director, said in the news release. "She brings a different perspective to how evolving technologies influence the market and will provide a look inside Daimler's commitment to the segment of clean trucking and electrification, among other areas."

Before joining Daimler two decades ago, Schaefer held engineering positions at Pacific Testing Laboratories, and Boeing Aerospace. From 2012 to 2015, she led an engineering group at United Technology Corporation that developed autonomous flight controls and stabilized camera systems for commercial unmanned aerial vehicles.

New at the 2018 Work Truck Show are a Fleet Technical Conference and a mobile learning center. In addition, 20 companies are exhibiting at the Work Truck Show for the first time.

For more information, visit www.worktruckshow.com.



MECHANIC'S MUSINGS

Do you speak "Mechanic?"

iStockphoto.com/bernardbodo

DAN ANDERSON

Here's a quick translation of phrases commonly used by mechanics when dealing with customers:

• **"I can't say anything bad about that machine."** Usually in response to a question from a customer about a machine the dealership is trying to sell to the customer. Customers often think that means there's nothing wrong with the machine. That may be the case, but it also is simply a statement: As an employee of that dealership, the mechanic, "...can't say (isn't allowed to say) anything bad about that machine."

• **"I've never seen that problem before."** Usually spoken as the mechanic and customer stand looking at a pile of mangled metal over a spreading pool of hydraulic oil. Even though mechanics see a wide variety of mechanical maladies, machines have an amazing ability to find new ways to break down. Every time I think I've seen every possible way for a particular machine to break down — it surprises me and finds a new way to self-destruct.

• **"That part subs (substitutes) to a new number."** The manufacturer has admitted that there's a high failure rate with that part, and replaced it with a new, redesigned part. The customer will still pay full price for the new part and the labor to replace it, but hopefully the new part will be more durable.



Machines have a way of developing unique problems.

• **"That part subs to a new machine."** Translation: "The machine is so old, and needs so many new parts and repairs, that it would be cheaper to buy a new one and junk the old one."

• **"What were you doing when it broke down?"** A valid diagnostic question that can help the mechanic pinpoint specific actions or operations that triggered the problem. Also, shorthand for, "What in the H*** were you DOING to that poor machine when it broke down?"

• **"It's got my 30/30 warranty on it."** Translation: "My repairs are guaranteed for 30 feet or 30 seconds, whichever comes first."



TOP TO BOTTOM

We have you covered ...

Air Compressors • Generators • Welders • Tool Lifts • OEM Packages • Vapor Recovery • Gas Boosters



PTO Shaft Driven Underdeck Air Compressor shown with Optional 10kW Sealed Generator.

from our above deck rotary screws, reciprocating air compressors, or multi-function packages, to our revolutionary P.T.O. under deck complete power packages. The BOTTOM LINE is, BOSS Industries is the TOP CHOICE for your complete air power requirements!

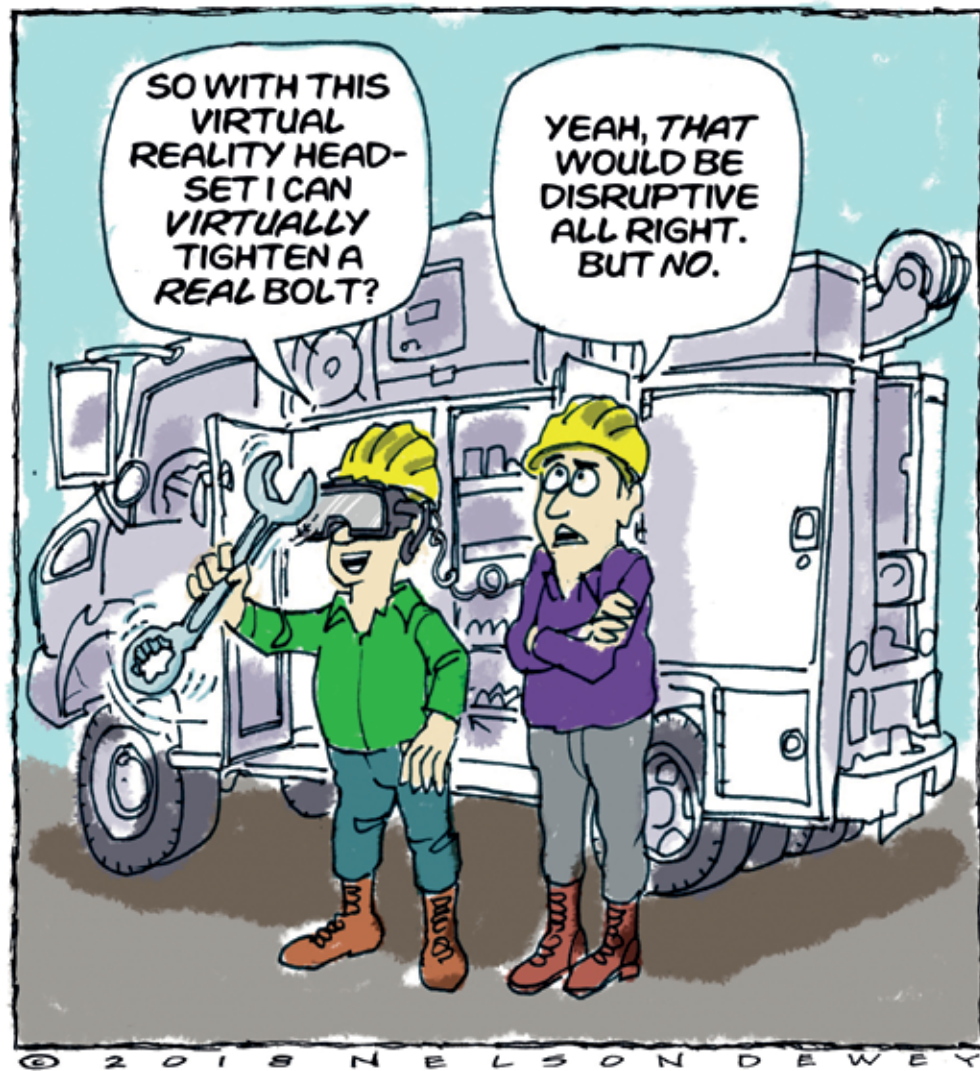


BOSSair.com | 800/635-6587

BOSS
30th Anniversary
three decades strong

engineered **AIR** systems





ServiceTruck
THE MAGAZINE FOR MOBILE REPAIR AND MAINTENANCE

\$36
six issues

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

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



OUR SUBMISSIONS POLICY *We invite your feedback and ideas*

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

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

Guest columns: These can be up to 700 words. Please send a brief note of inquiry first, however, just in case space what you wish to write about has already received a lot of coverage in our pages. Include your full name, the city or town you live in, and a contact phone number.

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

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

Press releases: These should have something to do with service trucks and mechanics trucks in North America. We might publish only part of a press release or use it as starting point for an article by one of our writers.

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

All submissions are subject to editing and publication cannot be guaranteed. The deadline for our next issue of Service Truck Magazine is April 12, 2018. Sooner is always better than later.

EDITORIAL

Good start or wishful thinking?

Organizations representing engineers and equipment manufacturers have long called for action to deal with the nation's crumbling infrastructure.

So those organizations are naturally supportive of President Trump's recent announcement of federal seed money that aims to jumpstart \$1.5 trillion in infrastructure spending. Skeptics (or cynics) might wonder, though, whether the \$200 billion that the White House is pledging will do the trick or if it's just wishful thinking.

On top of that, one has to consider that \$1.5 trillion — even if the proposed stimulus scheme can convince the states and private enterprise to contribute the lion's share — still won't completely erase the country's infrastructure deficit as calculated in 2017 by the American Society of Civil Engineers, which gave U.S. infrastructure a D+ rating.

The society estimated the nation's infrastructure needs for the decade 2016-2025 at \$4.6 trillion, with funding estimated at \$2.5 trillion, for a deficit of almost \$2.1 trillion. If the Trump proposal works as advertised, it would narrow that gap to \$600 billion.

The way to do it, the engineers argue, is to be serious about dedicating money to trust funds that exist strictly to finance infrastructure projects. The engineers also endorse user fees, including gas taxes, to pay for it. And it calls upon Americans to be willing to pay rates and fees "that reflect the true cost of using, maintaining, and improving infrastructure."

Not upgrading infrastructure is also costly, the engineers society and the Association of Equipment Manufacturers have noted. They estimated that the U.S. investment gap in infrastructure would cost the country \$4 trillion in lost GDP as well as 2.5 million jobs in 2025.

In his plan, President Trump has included some things on the AEM wish list, such as environmental approvals of two years or less on infrastructure projects. The AEM, in its own 2017 infrastructure report, also called for supporting P3s — public-private partnerships — but recognized that "this must be coupled with a strong federal investment, as many important and necessary projects are unable to generate a revenue stream sufficient to support P3 financing." The AEM also supports widespread user fees — such as a gasoline tax.

The only reference to fuel taxes in the Trump plan are those paid by commercial users of the inland waterway system. His plan does, however, call for giving the states more flexibility to impose tolls on Interstate highways and to commercialize Interstate rest areas. The plan also outlines various tax

exemptions, benefits, and credits, such as tax-exempt bonds.

So, rather than make the tough choice to raise federal taxes and fees and for infrastructure, the White House proposes passing that buck along to the states. Maybe the hope is blue states like California will seize that opportunity to impose new tolls on their Interstates.

The rationale behind the \$100 billion infrastructure incentives program part of the plan is that "States and localities are best equipped to understand the investments needs of their communities." (True enough. But the impacts of major infrastructure projects, such as highways and airports, frequently cross states lines.) The scheme will likely work to some degree at least. However, the way it's structured it is just as likely to produce uneven results — with improved infrastructure in certain states and continuing deterioration in others.

One piece of low-hanging fruit in the plan that should produce outsized results is the provision to spend \$50 billion in block grants to the states to improve rural infrastructure. As Bill Hurley of AGCO Corporation wrote in a recent opinion piece on the AEM website, a key need for that money would be to expand broadband access across rural America.

"Expanding rural broadband has obvious commercial and educational benefits for consumers," wrote Hurley, who is vice-president of aftersales, customer support and distribution development for the farm equipment manufacturer. "But it's also an equally important priority for farmers, ranchers and the manufacturers who supply them with the tools they use to go about their jobs."

For that reason, Hurley is calling on Congress to pass the Precision Agriculture Connectivity Act of 2018, which would direct the Federal Communications Commission "to identify gaps in rural broadband coverage and develop policy recommendations specifically as they relate to wireless connectivity across cropland and ranchland."

Expanding rural broadband would also produce benefits for service truck users and the companies that manufacture the service bodies and accessories. A great deal of their work — on farms, in mines, at logging shows, and on railways and roads — happens in the hinterlands.

Hurley noted the legislation was introduced with bipartisan support. So its future looks promising — even in an environment where it seems that everything that comes before Congress inevitably slides off the rails.



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.

Spec your fleet quality continued from cover

Survant will tackle the topic in a presentation at the NTEA's annual Work Truck Show in Indianapolis this March. His session, titled "Specification Quality: How to Ensure Fleet Performance Improvements," will explore how fleets can ease in to changes in their specifications and quickly reap the benefits. It takes place March 8 from 8 to 9:15 a.m.

The show, held at the Indiana Convention Center, runs until March 9. It begins with a Green Truck Summit, Fleet Technical Conference, and other educational sessions on March 6. The exhibition hall is open March 7-9.

Avoid relying on "legacy behavior"

Survant, who spent three decades leading telecom and power company fleets, said fleet operators can inadvertently hamper their success when they rely too much on the materials, products and processes that they've used for years.

"One of the things that's a real anchor on the effectiveness of the fleet industry, in my opinion, is that there's a strong reliance on legacy behavior," he said. "And there are a host of penalties that can be directly associated with that."

Survant said the first step is to broadly evaluate what's new, whether you're looking to lighten the load on your trucks, cut fuel costs or just make the job "faster, safer and cleaner for the technician doing the work or the general public."

Fleet operators who might have considered — and dismissed — the idea of using new materials a decade ago may want to think again, Survant said.

"Tried and true solutions, like taking permanent weight off the truck, is even more important today than it was 15 years ago when people talked about it all the time," he said.

"One of the things that's a real anchor on the effectiveness of the fleet industry, in my opinion, is that there's a strong reliance on legacy behavior. And there are a host of penalties that can be directly associated with that."

— George Survant, senior director of fleet relations, National Truck Equipment Association

"That's simply because the materials available are so much better."

An example: aluminum alloys that were once soft and less durable than more traditional options have gotten tougher, more damage-resistant and easier to repair.

Fiberglass bodies were once mounted on a heavy, marine-grade plywood base that made them heavier than steel — which provided little incentive for fleets searching for an alternative product. Today fiberglass is lighter, making it a viable option, he said.

And no matter what materials are used, vehicles used in the industry are getting safer, both for the driver and for others on the road.

Industry has learned lessons

"We really didn't as an industry do a very good job of building safe vehicles 35 years ago," he said. "If you look at a modern vehicle, there's no protruding knobs, it's all flat and flush, and that's the result of the industry learning several difficult lessons about what happens to a human being in a colliding car."

Meanwhile, outfitting a fleet is becoming less of a one-size-fits-all job. Survant said fleet managers used to have to make broad decisions, like fully running on gasoline or diesel. Now, it's more of a question of specific needs for specific tasks. Perhaps a few vehicles that have to spend more time idling could use backup electrical power. On the other hand, service trucks headed for rural, remote areas probably need a different fuel source.

Other improvements require less planning and decision making on the fleet operators' end. Survant said efficiency

upgrades like LED bulbs are now becoming standard, which are helping to cut down on how frequently technicians have to make repairs or order replacements.

"At the end of the day, your best and brightest fleet managers are focused on making the fleet more efficient and improving reliability," Survant said. "There's no cheaper fleet to operate than one that's highly reliable."

Budgeting made easier

Greater reliability can also come from spending a little more time with spreadsheets. In a separate session at the Work Truck Show, Survant will focus on fleet budgeting — and all the technology that's making it an easier task.

Many of the technology updates for service and other fleet vehicles have included equipment that can track performance and safety measures — ranging from speed and braking patterns to fuel efficiency. From a budgeting standpoint, gathering and sorting that information can be a clear way to see what's working and what's not.

"If your data collection is sufficiently diligent, you can build really good models that allow for very, very effective forecasts," Survant said.

Those forecasts can help build future budgets and also give fleet managers a better sense of how quickly their vehicles are wearing out, or which aspects of the business are in need of some extra attention.

"The real 'a-ha moments' are the ones when you find something you didn't expect," Survant said. "And then you're 80 percent closer to finding a solution."

Erin Golden is a journalist based in Minnesota.



Our Definition of



is Different Than Others

Others claim to offer all-in-one power units, but when Vanair® says it — we mean it. Our Air N Arc® I-300 system delivers a rotary screw air compressor, generator, welder, battery booster, battery charger, and hydraulic pump — ready to go. With this convenient, lightweight, compact unit there is no need to buy an auxiliary hydraulic pump or welders for the functionality you need.

No other company offers SIX FORMS OF POWER in one unit. That's an unbeatable ALL-IN-ONE Power System®.



Imitated. **Not duplicated.**



Vanair's **There** >> 800.526.8817 vanair.com



COVER

Data doesn't lie

continued from cover

Data proves need

"It could be something as simple as power-train optimization," Lyon said. "If you've bought large horsepower engines but haven't come close to peak horsepower demand — well, now we have the data to prove it."

All-too-common attitudes when purchases are made are that a particular vehicle is what the owner has always had, or that the operator can't possibly consider alternative power systems because they need the unit round-the-clock.

Lyon said the panel will include a technology systems provider and also explore examples of how fleets look at data to determine suitable alternatives in areas such as emissions reduction and fuel efficiency.

"There's the point of view of putting a value on your carbon footprint and understanding what you're putting out into the world," Lyon explained. "Using data to understand that can often help fleet managers explain why they're doing what they're doing."

Solid data — putting actual numbers to various aspects of operating a vehicle — can translate a vehicle's carbon footprint and fuel efficiency into a tangible discussion about cost.

"That's what pretty much sells a lot of programs," Lyon said. "Often, users will simply say they need larger vehicles, or they need it because they need it, or they need it because it's what they've always had. With data you can actually quantify what they need. Fully understanding drive and duty cycles and what their vehicles are doing can be a huge asset to any fleet manager."



"Some of the services customers can purchase as part of our telematics systems are to evaluate the suitability of alternative fuel technologies in their fleets. We help people get raw data from a vehicle's controllers so they can analyze different engineering aspects of the vehicle's performance rather than just general fleet utilization."

— Eric Mallia, general manager, FleetCarma

Money saved, money earned

Efficiency may have been a relatively easy virtue to sell when fuel prices were higher than they are now. "We seem to be kind of at a stagnant level of relatively low conventional fuel prices," Lyon observed. However, while fuel prices are now lower than in recent years, the economy is tight and competitive, and money saved anywhere in a fleet's operation is money earned.

Lyon said the NTEA has worked with Green Truck Association members to provide insights into their trucks' drive and duty cycles. The GTA, an affiliate division of the NTEA, also provides drive and duty cycle data sets to Fleet DNA, a national database program of the National Renewable Energy Lab, a.k.a. NREL.

"NREL is cataloguing and analyzing individual and groups of vocational trucks," Lyon said. "These efforts provide vocational fleet XYZ insights into potential fuel-saving approaches and comparisons to what other similar trucks are achieving within that particular vocation."

The idea is to help fleet owners who might otherwise lack the means or technical staff to deploy alternative technologies. "This beta program provides the data for validation as to whether a project might be feasible," Lyon explained.

Lyon tells of one large fleet owner the NTEA worked with to help gather data to drive recommendations for rationalizing the purchase of alternative power generation systems for utility man-lift bucket trucks.

"It's quite a financial commitment," Lyon explained. "We collected data points on his conventional vehicles and offered our third-party overview of what the data was telling him, and a couple recommendations he could use to support a decision to proceed."

Analyzing engineering

Eric Mallia, general manager of FleetCarma, a telematics systems provider based in Waterloo, Ont., is on the panel's roster of speakers. He told *Service Truck Magazine* the business started as a consultancy in 2007 before turning to actual product development three years later.

"Some of the services customers can purchase as part of our telematics systems are to evaluate the suitability of alternative fuel technologies in their fleets," Mallia said. "We help people get raw data from a vehicle's controllers so they can analyze different engineering aspects of the vehicle's performance rather than just general fleet utilization."

Maximize Your AVAILABLE PAYLOAD



Maintainer continues to innovate service truck body design, SAVING WEIGHT while still delivering the longest-lasting truck bodies in the industry.

**ENGINEERED
INNOVATION**

WWW. *Maintainer*.com

Crafting a Legacy of Premium Truck Bodies

SCAN HERE TO
VISIT WEBSITE





"Often, users will simply say they need larger vehicles, or they need it because they need it, or they need it because it's what they've always had. With data you can actually quantify what they need. Fully understanding drive and duty cycles and what their vehicles are doing can be a huge asset to any fleet manager."

— Christopher Lyon, director of fleet relations, NTEA

Mallia said FleetCarma's target market includes engineers and researchers as well as fleet operators such as local utilities.

While FleetCarma's technology will monitor some work truck auxiliary power loads, the technology specializes in tracking vehicle power-train components, whether on a traditional service truck, bucket truck, cherry picker, or heavy-duty member of a municipality's fleet such as a street sweeper or snow plow. "We've even worked with folks who have long-haul transport trailers," Mallia said.

Practically speaking, the devices plug into a vehicle's diagnostics to record information from the engine control module. Data will typically look at RPM, fuel consumption, torque — how much that engine is being worked. "Basic stuff about the engine to understand what's happening," Mallia said.

Controllers communicate

FleetCarma systems will flag typical diagnostic trouble codes such as "check engine" but are also designed to monitor controller area network (CAN) signals.

"The controllers on the vehicles talk to each other," Mallia explained. "Our devices listen to that communica-

tion, record that data, and then translate it into something meaningful for a fleet manager."

This can include time spent idling and the amount of fuel consumed while idling. "For a bucket truck in a utility application, we'd look at that metric and then model if they had an electric power take-off system rather than a conventional system powered by the diesel engine — and what the environmental and economic benefits would be of investing in a system like that."

While fuel savings are key, there are also potential maintenance benefits. "If you're running engines less or you get into hybridized applications where there's regenerative braking benefits, we would quantify that, determine if you might have much less brake wear, and translate that into maintenance savings," Mallia said.

At press time, Mallia was still finalizing his panel presentation plans. Generally speaking, he said, attendees can expect discussion about how telematics enables data collection, how it integrates with a vehicle, the various types of data available, and how fleets can use that data.

"We'll focus on the technology, how it works, and then probably conclude with one or two case studies."

Saul Chernos is a freelance writer based in Toronto.



ServiceTruck
THE MAGAZINE FOR MOBILE REPAIR AND MAINTENANCE

SUBSCRIBE TODAY

6 Issues per year only \$36⁰⁰

www.servicetruckmagazine.com



BE THE CLEANEST MAN ON THE JOBSITE.

Pump-free mobile lube equipment by Sage Oil Vac.



Visit SageOilVac.com



NEWS

Six tools identified for greening job sites

The Association of Equipment Manufacturers outlines trends making a big impact on construction

Editor's note: The following Feb. 16, 2018 news release from the Association of Equipment Manufacturers has been lightly edited.

The search for efficiency in terms of labor, materials and timelines has come with the territory in the construction industry from the moment someone first made a brick out of mud and then wondered if there was a better way.

Now is no different. Firms that embrace today's technology and techniques can shorten project timelines, cut construction costs, and promote a cleaner, more sustainable industry.

Six trends, some already in use and others newer to the job site, are making a big impact on the construction industry, according to Todd Imming of The Korte Company and reported by the Association of Equipment Manufacturers in its *ConExpo-Con/Agg 365* newsletter.

Prefabrication Gains in Popularity

Building things elsewhere before their installation on a project site is gaining in popularity as pressure ratchets up on project budgets and timelines.



Prefabrication is becoming more popular, particularly on institutional construction projects.

You see this happening most on structures designed to contain repetitive elements. Think hospitals, hotels, jails, nursing homes — anything institutional. Advantages of this technique include the following:

- Building elements in a factory before on-site assembly keeps more of the job out of the elements that could potentially delay construction.
- With external conditions well controlled, fewer workers are needed to build prefabricated parts compared to what would be needed on site.
- It's safer to build these components prior to assembly, as workers aren't needed in dangerous positions or conditions.
- Fewer workers are needed on site, too,

"Construction companies have begun using virtual-reality and augmented-reality technology to enhance worker safety training. Workers can visualize what they are learning instead of just reading it in a booklet."

because assembly is much easier than building piece by piece from the bottom up.

Expect to see more projects use prefabrication techniques — especially those on strict deadlines with tight budgets.

BIM makes strides

Building information modelling, or BIM, has improved to the point where contractors and owners are finding it extremely useful.

In fact, BIM is required as a cost- and time-saving element of all government-funded structures in the United Kingdom. It's against the law there not to use BIM.

BIM software allows designers to produce three-dimensional mockups of a planned structure that also incorporate cost and time information. Variables — such as construction methods or different materials — can be manipulated in the software to compare the costs over time of differing techniques or materials used.

VR not just for video games

Construction companies have begun using virtual-reality and augmented-reality technology to enhance worker safety training. Workers can visualize what they are learning instead of just reading it in a booklet. That reinforces how serious construction site hazards can be, and has made work sites safer.

Firms also use apps that tie VR/AR technology to their BIM software. Contractors and owners can do virtual walk-throughs of a structure long before it is complete. Owners can make more informed design decisions earlier in the construction process, saving time and cutting costs.

Permeable concrete boon

Urban areas have long dealt with the negative effects of concrete structures that change the way the land handles rainwater. Overuse or inappropriate design of roads or other concrete structures has taxed municipal sewer systems and forced local governments to spend precious public resources on runoff mitigation. It can be avoided.

Permeable or porous concrete uses larger stones and less sand. It's just as strong as traditional concrete but contains between 15 and 20 percent empty space.

The concrete allows rainwater to seep down into the ground as it normally would instead of pooling or running off. That's shown to take the burden off of municipal sewer systems, extending their life, saving repair costs, and eliminating the need for costly upgrades.

Images courtesy of the Association of Equipment Manufacturers



Building information modelling software is now mandatory for government-funding building projects in the U.K.

Mitigating fly ash

If you've driven past a coal-fired power plant, you're likely to see two kinds of piles: Heaping mounds of coal ready to burn, and heaping mounds of waste ash from fuel already used.

Waste ash is typically stored in "ash ponds" that do nothing but sit, posing serious risks to groundwater. That was the case in India, where the rapid expansion of coal-fired plants prompted concerned locals to wonder whether there was a way to use the mountains of coal ash quickly rising across the country.

Fly ash bricks are lighter and stronger than traditional bricks or cinder blocks. They're also cheaper to make. It's helped mitigate the fly ash problems in India while also making it cheaper to build dwellings for a rapidly-increasing population.

The idea is catching on in the U.S., too, as firms are capitalizing on the chance to produce better-quality building materials while lessening the environmental impact of ash ponds.

Solar roads — stay tuned

Pilot programs underway throughout the world show that roads made of extra-tough solar panels can work.

The technology is expensive and is not yet perfected, but the potential benefits of dual-use materials such as solar roads have proven too attractive to abandon.

The maturation of technology that allows electric vehicles to charge up while in contact with solar roads sweetens the pot.

And it isn't just about rights of way. Roof-mounted solar panels are great, but if an entire structure can also generate electricity, it's that much more clean, free energy pumped into the grid.

Solar-capable building materials may put the enterprising fly ash brick makers out of business, but they may also help end our reliance on fossil fuels for power generation.

The Association of Equipment Manufacturers is a North American-based international trade group representing off-road equipment manufacturers and suppliers. Its more than 950 member companies include dozens in service truck-related industries. AEM offers weekly construction industry news and trends via its *ConExpo-Con/Agg 365* newsletter, available at www.conexpoconagg.com/subscribe/.

Custom and Standard Lube Trucks and Skids available



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



704.786.9400 f: 704.784.2442
4325 Motorsports Drive Concord, NC 28027

TAYLORPUMPANDLIFT.com
Visit our website for other applications!



Oil analysis gauges equipment lifeblood

continued from cover

manufacturer. If one sample shows 85 parts per million of iron, and the next sample jumps to 200, for example, it reveals that there is likely some form of major internal wear on the engine.

Know your oil type

"We need to know the oil type," says Hill, who is based in Manchester, Pa. "We need to know the oil manufacturer, because different manufacturers use different amounts of the additive package that's in there. So they want all the information the lab can get from the end user, (that) being the make, model of the engine, the oil type and how much oil is in there. How old is the engine? Does it have 500,000 miles or does it have 100,000 miles on it? We look at all that information combined to actually come up with a diagnosis that will be beneficial to the end user themselves."

Hill says that historically many companies only pursued oil analysis when required by the equipment's OEM for an extended warranty. However, in the past 15 years, he has slowly noticed more and more attention being given to the topic.

Being aware of how to properly maintain lubricating oils is another matter entirely, though.

"If you're going to spend good money on the lubricants out there, and you're going to pay a premium price for it, you need to learn how to keep them clean and dry," Hill says. "Is it coming out of a drum that's wide-open on the shop floor? Or is it in a storage system to where it's contained and it's locked up?"

Hill gave a presentation on oil analysis at the triennial ConExpo-Con/Agg heavy equipment trade show in Las Vegas in March 2017. According to his speaker's bio on the ConExpo website, Hill has over 30 years experience in analysis of used lubricants and is certified as an equipment support professional through the Association of Equipment Management Professionals.

He told *Service Truck Magazine* that you could use the most expensive oil in the world and it won't make a difference if it's not properly maintained. Proper maintenance is not just for larger companies with bigger bankrolls. Hill says he often hears complaints from smaller firms about the cost of oil analysis, but he says that neglecting it is a crucial mistake.

Preventing catastrophes

"If I've got a truck that I just paid \$85,000 for, I definitely want to make sure

"If you're going to spend good money on the lubricants out there, and you're going to pay a premium price for it, you need to learn how to keep them clean and dry. Is it coming out of a drum that's wide-open on the shop floor? Or is it in a storage system to where it's contained and it's locked up?"

**— Ken Hill, vice-president,
WearCheck Lubrication Services LLC**



it's maintained properly and I want to know when stuff's going on internally," Hill says. "If you do have a problem, and it's under warranty, then you can take it right to the OEM or your dealer and, hopefully, they'll fix it under a warranty claim for you."

Hill warns that OEM-mandated oil analysis and oil changing may not be enough. Ordinarily, the OEM will require an oil change every 250 to 500 hours. However, much can happen in those first 250 hours and again between 250 and 500 hours. Monitoring and sampling your oil could help prevent catastrophic failures.

"People are actually starting to pay attention to this, because they're realizing that by analyzing your equipment on a specific timeline, instead of saying 'Well, I'll analyze it if I think I have a problem,' there's an internal benefit there," Hill says. "If you just save a client, say, one engine — these days a Class A engine's going to run you about \$60,000 — that's going to pay for the analysis program for a couple of years by doing that."

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



INTRODUCING THE NEW UNDERHOOD40 FOR COMMERCIAL TRUCKS AND VANS!



*As seen on a Ford Transit EcoBoost

MORE POWER

NOW OFFERS UP TO 40 CFM @ 100 PSI

LIGHTER WEIGHT

REDUCE TRUCK GVW BY UP TO 290 LBS

**EASIER INSTALLATION AND SMARTER
PLUG & PLAY, SMALLER DIGITAL
DISPLAY BOX WITH ERROR TRACKING**

**THE
WORK
TRUCK
SHOW.**

THANK YOU FOR
STOPPING BY!

For more product information:
www.VMACAIR.com/ST/VR40
1.888.346.9292

VMAC
AIR INNOVATED.

RENTALS

Airbnb of equipment rentals aims for better asset utilization

Venture capitalists bet on millions on EquipmentShare

KEITH NORBURY

If a fleet's asset utilization of its equipment is less than 30 percent, something is wrong, says the president of a company that has been called the Airbnb of heavy equipment rentals.

Either the contractor owns too much equipment, too much of it is broken down, or "they basically don't know where their assets and they can't efficiently dispatch them," EquipmentShare president Willy Schlacks said during an interview.

Columbia, Mo.-based EquipmentShare, which he cofounded with older brother Jabbok, aims to solve those problems by enabling companies to rent out their machines when not in use.

By last fall, EquipmentShare had five locations — in Columbia, San Antonio, Dallas and Houston, Texas, and Jacksonville, Fla. — with a location in Austin on the way, according to the company website. And it was also available in St. Louis, Mo., and southeast Missouri, according to the website of the ES Track app, the telematics software that powers EquipmentShare.

"EquipmentShare is just in regions," Schlacks said told *Service Truck Magazine* during an interview at ConExpo-Con/Agg in Las Vegas. "So we intentionally open a market in a region."

He seemed ready to explain how it works when he changed tack and said, "When I go to contractors to talk to them about telematics and all that I don't even bring up EquipmentShare because there has to be enough value in this before they can make a decision about renting out through EquipmentShare."

Inspired by frustration

According to the company website, the Schlacks had run a successful contracting business but by 2014 had grown "increasingly frustrated with their options for equipment rental." So they joined forces with Jeff Lowe, Matthew McDonald, and Brad Sielger to create EquipmentShare, which "soon branched out" to include ES Track, ES Coverage, and Sentry Keypad.

The Schlacks presented their EquipmentShare concept to entrepreneurs and investors at Columbia's Startup Weekend in 2014, the *Columbia Tribune* noted in a feature in 2017. It won the competition, earning the startup a \$2 million initial investment about eight months later.

In January 2017, EquipmentShare received \$26 million in funding led by Insight Venture Partners and an existing investor, Romulus Growth, a news release reported at the time. Another existing investor, Y Combinator, also took part in that funding round.

"The future is invisible technology that's completely connected."

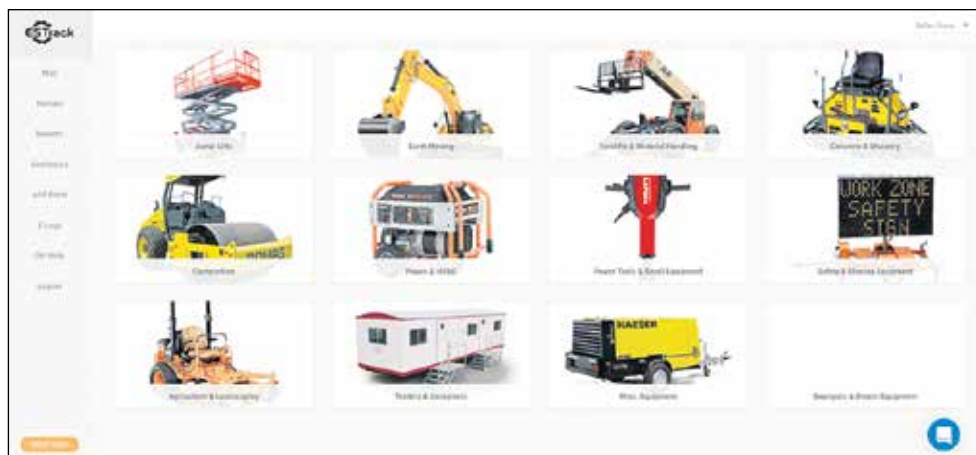
Willy Schlacks,
president,
EquipmentShare



Willy Schlacks, president of EquipmentShare, a telematics provider and peer-to-peer marketplace for sharing construction equipment, talks about his vision for the future of the equipment industry during an interview at ConExpo-Con/Agg 2017 in Las Vegas.

Y Combinator also helped launch another well-known startup — Airbnb. So comparing EquipmentShare to that star of the sharing economy isn't out of line.

Despite the venture capital, EquipmentShare wasn't turning a profit when Schlacks spoke with *Service Truck Magazine* at ConExpo March 2017. However, he declined to give details.



Left: ES Track website reveals equipment types available for rent through EquipmentShare.

Yard Club, now owned by Caterpillar, is among the other recent entrants into the equipment sharing realm.



BUILT TO LAST

- Radio remote pistol-grip controller
- Real-time load and status LCD display
- Precision overload protection
- Multiple safety and capacity alerts
- Vehicle stability and grade control

VENTURO
RUGGED. RELIABLE. REAL.
TRUCK & VAN CRANES

VENCO
HOISTS

VTS
CRANE TRAINING SERVICES

FERRARI
ARTICULATING CRANES

BOSS
engineered AIR systems

VENCO VENTURO
INDUSTRIES LLC

Venco Venturo Industries LLC has created a specialized line of high-caliber cranes and hoists for over 50 years. As a founding member of the NTEA, we are known throughout the industry. Our products are rugged, reliable, made in America, and built to last. Venco Venturo's quality craftsmanship is backed by straight talk, real expertise, and superior customer service.

www.venturo.com 12110 Best Place | Cincinnati, Ohio 45241 | 800-226-2238 | 513-772-8448 Local | info@venturo.com

RENTALS

"We are VC-backed, so they prefer to hold all that stuff tightly to the chest. We are not profitable right now because we just raised a bunch of money. We're spending like crazy trying to grow this stuff. But we were profitable before we raised money."

From sheds to computers

Willy Schlacks got into construction at age 12 when he and his brother, who is six years older, started a company to build sheds.

"And a couple of years later, we started residential, and a couple of years later government contracting," said the younger Schlacks, who was 33 when interviewed.

They also started other companies — in computing, services, and even a restaurant.

Jabbok is the CEO and handles operations while Willy is in charge of tech, despite him having no formal education in computer science — or any discipline for that matter.

"I actually never really went to school," he said. "My education was the library. I fell in love with books at a very young age. My parents always said if you want to know something, go figure it out. So yeah, I think modern education is a little slow. And taking four years to learn something would just drive me crazy."

It didn't come up in his interview with *Service Truck Magazine*, but a 2016 *TechCrunch* feature said the brothers grew up on a rural Missouri socialist commune, which served as the inspiration for EquipmentShare.

The commune gave them easy access to a shared toolshed of well-maintained equipment, the article noted. In the capitalist business world, they found it wasn't so easy to secure the equipment they needed to do their work.

What Willy Schlacks did tell *Service Truck Magazine* is that, in the 1990s, he and his brother started a computer company and dived into e-commerce. That made them aware of the problems contractors face with asset utilization, rentals, management and handling data. And that led to the establishment of EquipmentShare.

"So EquipmentShare is a marketplace. And that marketplace is simply just a single solution to a utilization problem," Schlacks said.

What contractors need is actual data to make informed decisions, he said. So EquipmentShare starts with "accurate trustworthy data and then moves up from there."

That includes connected keypads for deploying machines, safety codes to ensure only authorized personal operate those machines, logs for tracking users, and integration with fuel cards.

"We do all that simply because contractors have those problems," Schlacks said.

Market gets competitive

TechCrunch noted that the equipment rental market was estimated at over \$51.8 billion in 2017. Other sharing companies looking for a piece of that market are Getable, a San Francisco-based "equipment rentals concierge," Yard Club, which was recently acquired by Caterpillar, and Dozr, a Canadian startup based in Guelph, Ont.

One of the early adopters of EquipmentShare was Bartley Stevenson, a contractor from Sturgeon, Mo., who told the *Columbia Tribune* that EquipmentShare has enabled him to get a better return on

investment by renting out equipment, such as a Caterpillar Challenger tractor that he might only use three times a year, to other contractors.

"I fell in love with it. I was like, 'This is perfect,'" the article quoted Stevenson. "I sometimes have a yard full of equipment not in use."

To address the utilization problems that contractors face requires comprehensive aggregated data, Schlacks said. The exact telematics system used for that doesn't matter, although the Association of Equipment Management Professionals' telematics standard 1.0 is too basic, he said.

"On some machines we can gather up to 60,000 messages a minute," he said. "The reason why we do that is because there's a ton of stuff that's just completely unknown. It's like the Wild West."

In the real world, that data includes the likes of oil temperatures, pressures, RPMs, fuel levels, and even how tires are rotated or the accelerator is pressed, he said.

"If you consume all that data and you analyze it, then you can figure out, hey, when something goes wrong, what actually precipitates that," Schlacks said.

A feed that provides location once a day is painful. "But we'll take it, we'll take whatever we can get," he added.

Future of complete connection

In the future, though, he predicts that a mass of data will enable OEMs to build better machines.

"The future is invisible technology that's completely connected," Schlacks said.

A manufacturer will be able to detect a potential problem — such as an issue with diesel exhaust fluid on a tier 4 engine — two years before it would otherwise result in a recall.

"That's difficult in hardware and in machines, but ultimately it won't be," Schlacks said. "A good example would be Telsa. If you buy a Model S and your car is vibrating here or your windows aren't working, you wake up the next day and that car's fixed because they fixed it with software remotely."

Does EquipmentShare depend on telematics? Yes and no, he said.

EquipmentShare "is just a single solution to a low utilization problem," Schlacks said.

"So we start off by aggregating the fleet, having them track it. Do you even have a utilization problem? Should you be renting out equipment? Our point is not to get guys to rent out equipment. Our point is to give them valuable data that they can actually make those decisions on."

Employing EquipmentShare to rent out equipment depends on telematics because of the data required to determine what is happening with the equipment, including servicing. But many customers just use his company for comprehensive mixed fleet management, though.

"There isn't a telematics solution for contractors. A contractor has big iron, they have little stuff, they have everything in between," Schlacks said.

It's all about ROI

Equipment often represents the biggest asset of a contractor. That equipment has a price tag. And anything in business with a price tag should have a return on investment, he said.

"ROI is directly correlated to utilization. You cannot escape utilization if you're trying to extract an ROI," Schlacks said.

Many equipment makers, such as Terex, are working on their own telematics solutions. So how does the one EquipmentShare uses interact with those proprietary telematics systems?

"We build telematics solutions for OEMs, so some of those are ultimately ours," Schlacks said, adding that he and his partners also own a telematics company, MachineLink, which companies can brand as their own.

The hardware runs \$100 to \$200 per machine but the software and all upgrades are free. Where EquipmentShare and ES Track make their money is from the data, which runs about \$9.95 a month per machine, Schlacks said. The monthly data charge is about double for vehicles because they generate much more data. But even that is at the low end of the market, he said.

"Our goal is to gang connect machines and \$9.95 is great for us and it works."



POWERFULLY LIGHT

JOMAC
ALUMINUM TRUCK BODIES AND CRANES

Aluminum truck bodies
Hydraulic Telescopic and
Articulating Cranes.

Check out our
NEW website www.jomacld.com Distributor Inquiries Welcome

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

**QUALITY MATTERS
EVERY TIME.**

COXREELS®

**REELS BUILT TO LAST
ON YOUR SERVICE TRUCK!**

**THE WIDEST ARRAY OF HEAVY DUTY
— HOSE, CORD, & CABLE REELS —**

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

**MADE IN THE
USA
SINCE 1923**

FOLLOW US:
f @ G+ v

VIEW OUR COMPLETE LINE OF REELS ONLINE

WWW.COXREELS.COM



BY DAN ANDERSON

SPEC MY TRUCK

The “De-Fuser”

Challenges make the job interesting for this Massachusetts road warrior

David Wentworth likes customers who are frustrated because their rock crusher or heavy equipment is broken down.

“I like showing up at a machine that won’t run, the crew is standing around, and their boss is tearing his hair out,” says the 48-year-old mechanic, who works for Whitney & Son Inc. in Fitchburg, Mass. “I grab my tools and dig in, knowing that it’s all on my shoulders to get things running. I’m one of our company’s ‘de-fusers.’ When things go bad on a job, when the pressure is really on, we’re the ones they send.”

Wentworth arrives at tense situations in a spotless 2016 Kenworth T270 powered by a 300-horsepower Paccar engine spinning an Allison 3500RDS automatic transmission. While many service trucks are spec’d to meet the needs of their operator, Wentworth was tasked with selecting a truck that exceeds his needs.

“Most service trucks are loaded to their maximum limit and have a shorter lifespan because of it,” Wentworth says. “My boss and I agree that we’ll get longer duty out of this truck because we oversized the engine, transmission and drivetrain. He basically gave me a check and said, ‘Here’s your price limit, go find the truck you want with the service body and crane the way you want them.’”

The result is an 11-foot Autocrane Titan 60-Series service body equipped with an Autocrane H10, 10,000-pound crane with 25 feet of reach. Details convinced Wentworth to select the Autocrane units.

“All the hinges on the compartment doors are stainless steel, and they’re mounted on the insides of the doors, out of the weather,” he said. “That’s a big deal up here where they use a lot of salt on the roads in the winter. I also like that their crane doesn’t have a traditional ‘horsehead’ on the end. I can take off the snatchblocks, go to a single cable, and stick that smaller end into tight places where other cranes won’t fit. And I really like the crane’s NexStar crane-management system. It’s a remote-control system that has a display on the handheld transmitter that gives me crane capacity and angle.”

An Autocrane AC40 hydraulically driven air compressor sits atop the left front compartment of the service body ahead of a Miller Trailblazer 325 generator/welder with electronic fuel injection. Wentworth describes the Miller as “quiet at idle, not much louder when I’m welding, and really not that loud when it’s at full-throttle when I’m using the generator.”

A full complement of heavy-equipment tools fills the various compartments, including every-

thing from quarter-inch- to one-inch-drive air tools as well as a full load of Milwaukee battery-powered grinders, impact guns and drills, along with an equal number of Milwaukee corded tools.

“You’d have a hard time taking away my Milwaukee tools,” he says. “We tried other brands, and the Milwaukees have more power and better battery run-time.”

“All the hinges on the compartment doors are stainless steel, and they’re mounted on the insides of the doors, out of the weather. That’s a big deal up here where they use a lot of salt on the roads in the winter.”

**— David Wentworth,
Fitchburg, Mass.**

A secure, lockable JobBox rests sideways across the front of the service body’s bed, stocked with large and high-value tools. Those include an extra 100 feet of welding cable, calipers and micrometers capable of precisely measuring pins up to two inches in diameter and 25 inches long, a “mag drill,” Porta-Power units that range from five- to 30-ton capacity, and, “enough come-alongs to move just about anything I need to move.”

A unique aspect of Wentworth’s truck is that he doesn’t own a single one of the tools on the truck.

“I have my own tools from when I worked someplace else, but they’re at home,” he says. “The company owns all these tools. Jason (Whitney, owner of the company) is great about making sure we have what we need to do our job. He said he never wants to hear that we couldn’t do a job because we didn’t have the right tool. If I need a special tool for a job, I get it, and there’s no questions asked.”

Wentworth acknowledges that’s a unique situation for a field mechanic, and one of the reasons he’s well satisfied with his role as a Whitney and Son’s roving “de-fuser.”

“Put me in a shop, and I’d lose my mind,” he says. “Shops are too confining. The walls and people close in on me. I like the adventure of going to different places every day, never knowing what’s waiting.”



The 11-foot Autocrane Titan 60-Series service body has stainless steel hinges.



The 2016 Kenworth T270 is powered by a 300-horsepower Paccar engine and an Allison 3500RDS automatic transmission.



Compartment stores cutting equipment.



Miller Trailblazer 325 generator/welder has electronic fuel injection.

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

Tell us about your truck

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

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



Fastenal drawers keep things organized.



Buyers Products compartment provides secure storage.



Autocrane AC40 hydraulically driven air compressor sits atop the left front compartment.

The Autocrane H10, 10,000-pound crane boasts a reach of 25 feet.



The NexStar crane-management system features handheld transmitter.



David Wentworth defuses tense situations for his employer, Whitney & Son Inc.



Autocrane H10 crane has 10,000-pound capacity.



Cab, like rest of the Kenworth, is spotless.



Autocrane drawers conceal large complement of tools.



Wentworth prizes Milwaukee tools.



Slings share space with Reelcraft hose reel.



A secure, lockable JobBox rests sideways across the service body's bed.

TELEMATICS

What telematics can do for you

Systems' benefits extend well beyond fleet management

MATT JONES

Telematics systems have long been used as fleet management tools, allowing users to keep track of locations and other pertinent information about the vehicles and heavy equipment at their companies' disposal. However, telematics systems have other benefits, beyond the vehicle location, which could make a very positive impact for businesses with smaller fleets or even an operator with a single vehicle.

"Telematics is basically a device attached to some kind of valued asset that is recording a fundamental set of data back to a service in real time," says Todd Ewing, director of product management for Verizon's Fleetmatics brand. "It could be a trailer. It could be a piece of yellow-iron equipment. It could be a service truck. It could be a long haul. It could be a power unit. Really, telematics is just the technology that connects a device back to service that records that information in a number of ways."

System for small business

Fleetmatics offers a package specifically designed for smaller businesses called Fleetmatics Now. Ewing says that Fleetmatics is focused on operational efficiency and using data to drive change in a business. In many service industries, the vehicle becomes a good proxy for the driver and for behavior in the field.



Telematics provides a wide variety of information about a vehicle to users in real time. Graphic courtesy of Element Fleet Management

"You can really learn a lot and understand a lot about their behavior by what is happening to the truck," Ewing says. "It also adds an element of objectivity. The truck has no motivation issue — the truck didn't leave its phone at the job site even though it's not there anymore. It can be considered a more objective way to deliver results and information."

Kim Clark, telematics product leader with Baltimore, Maryland-based Element Fleet Management, says that beyond the traditional "dots on a map" interface often associated with telematics there are other benefits for users.

Whether you have one vehicle on the road or 50,000, there's still a benefit in terms of visibility to assets, security and real time access to data.

"Being able to access that you've got a check engine light — basically, what does that light mean and what should you be doing from a maintenance perspective?" Clark says. "An operator in a truck who's got to follow upcoming hours of service regulation, being able to have a system that ties into the electronic logging device helps to satisfy those regulations. You have people on the road, sometimes travelling long distances where you have them in unusual situations where there's a security factor. Having that visibility and tying it in is really critical in any sized fleet."

Enabling consistent service

Don Scare, manager of truck excellence for Element agrees, adding that telematics offers great benefits for maintenance, by allowing users to be more consistent in the services they're selling.

"From that aspect, telematics is measuring the engine diagnosis, also from the standpoint of the hours that the engine is running," Scare says. "In some cases in the service industry, where they're operating cranes and a lot of accessory equipment, they tend to idle long periods of time. The manager of the fleet would be able to manage that service level and duty level to make sure the engines are maintained properly."

Ewing says that driver-safety aspects of telematics will be very beneficial to smaller business owners as well. Many telematics systems have accident-detection technology and can call emergency services on their own after a collision.

"For small businesses, a lot of times they're interested in safety," Ewing says. "They know it's hard and they won't spend the time to quantify it, but they want that reputa-

DAKOTA BODIES
CUSTOM IS THE STANDARD



ALUMINUM | STAINLESS | GALVANNEAL

// FOR EVERY TRADE
Customize your body for your job.

TELEMATICS

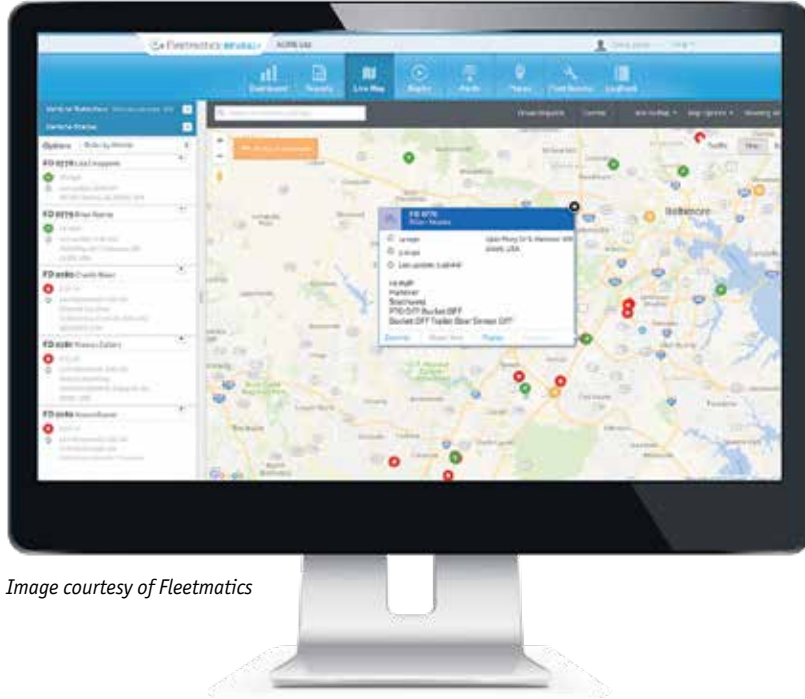


Image courtesy of Fleetmatics

The user interface for a Fleetmatics telematics system provides a variety of data about vehicles in real time.



Screen capture of Youtube video shows construction of addition to Maintainer Corporation of Iowa Inc. manufacturing plant.

Body maker expands again

Maintainer Corporation of Iowa Inc. recently completed another expansion to its manufacturing plant in Sheldon, Iowa.

The 7,800 square foot addition was in response to increased demand for the company's mechanics trucks, lube trucks, and cranes, said a Dec. 19 posting on the Maintainer website.

It follows a 20,750 square foot addition completed in 2015.

"We have many loyal customers who have increased needs for service trucks," the item quoted Shelley Morris, Maintainer's vice-president and general manager. "We also continue to add customers across the country. Therefore, we strive to find ways to increase production at our manufacturing facilities. We continue to upgrade our technology and processes to help our employees work more efficiently and safely."

The company plans several activities for the new area, which includes additional welding cells and designated space for engineering research and development. The expanded building also serves as a new home base for the Maintainer maintenance crew.

"Because of the custom nature of our business, this space will also allow us to work on projects that won't disrupt the standard production flow," Morris said. "Even on the standard stock trucks that we sell, customers often request extra items be added or other modifications. We now have an area for customization without putting the truck back into the production line."

Maintainer has also added production jobs to meet demand and now employs nearly 200 people between its Sheldon and Rock Rapids locations.

For more information on the company, visit www.maintainer.com



tional value of knowing the vehicle is being operated safely. When we watch individual drivers across the fleet, even in a small group of drivers, just how they operate the vehicle can have a real impact on efficiency and, obviously, safety and reputation."

Ewing says that the smaller a business is, the harder it is to keep a business owner's attention on a daily basis. As such, the most successful solutions focus their design on the premise that the software will only be utilized for 10 or 15 minutes per day.

"They're a small business owner that has a lot of things going on," Ewing says. "How do you make that small interaction really valuable? That becomes a very key consideration. Accept that you're not going to spend every day in here. You don't want to — you've got a business to run. How are you going to get the most value out of what you see?"

"Gamification" in the offing

Going forward, the telematics industry will continue to evolve more efficient systems, platforms and ways of doing business. Ewing foresees that telematics may undergo a "gamification," where a system's data is used as a basis for leaderboards and competitions for drivers. Clark emphasizes that greater connectivity with original equipment manufacturers will become standard as more and more vehicles and equipment will be sold with some sort of telematics system already onboard.

However, the most important thing for telematics companies themselves, in her view, will be to offer a variety of solutions based directly on the customer's needs.

"We need to make sure that we have an offering for every single one of our customers and fit all size budgets and needs," Clark says. "It's not the cookie-cutter approach that the industry has traditionally taken."



Pre-condition your engine

CRITICAL PREHEATING FROM EBERSPAECHER

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

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

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

A WORLD OF COMFORT

NEWS

Company receives equity boost

Ramsey Industries, the parent company of service body maker Auto Crane, recently received a significant capital investment from Norwest Equity Partners.

"On behalf of the entire Ramsey team, we are thrilled to partner with NEP for the next phase of our growth," Ramsey CEO John Celoni said in a news release posted on the Auto Crane website. "NEP has a long standing reputation for not only successful investments but continued advancement and implementation of strategic initiatives for its portfolio companies."

Terms of the transaction, which closed Nov. 6, 2017, weren't disclosed.

Ramsey has two modern facilities, including one in Tulsa, Okla., which serves as corporate headquarters and production facilities for both Auto Crane and Ramsey Winch. The second facility is in Olathe, Kansas, where Ramsey's Eskridge products are manufactured.

Claude and Rayburn Ramsey founded the company in 1944 as Ramsey Brothers Tool & Die to manufacture aircraft parts, tools, and dies for Douglas Aircraft Company, the release noted.

Today, its Auto Crane subsidiary designs and manufactures such products as truck-mounted electric and hydraulic telescopic cranes, crane service bodies, and crane control technologies for construction, mining, energy, mining, forestry, industrial, and railway industries.

"Ramsey's highly diversified business model, experienced management team, excellent customer service, and premium brand portfolio differentiates them amongst their competitors," the release quoted NEP partner Tim Kuehl. "We look forward to working together with John and his team to leverage the company's already superior platform for continued growth."

For more information, visit www.ramseyindustries.com.



John Celoni



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 on display at ICUEE 2017 in Louisville.

Texas body maker centralizes its production at Iowa facility

Composite truck body manufacturer BrandFX is consolidating its production at its plant in Pocahontas, Iowa.

"The move reflects our continued dedication to a better production process and to faster turn-around times for our customers," BrandFX president Gary Heisterkamp said in a news release announcing the move.

The Pocahontas plant, which already handles about 35 percent of the company's production, will receive a "facilities investment" of over \$1.5 million to accommodate

the production increase, the release said.

"Additionally, the Pocahontas plant is home to many of the company's most senior composite production experts," the release said.

The company, which has over 33 years in design and constructing composite bodies, will retain a "good portion of operations" at its headquarters in Fort Worth, Texas. That includes engineering, research and development, installation, administration and sales, Heisterkamp said.

Dominator mechanics trucks are among the Iowa Mold Tooling Inc. products new distributors in Wyoming and Saskatchewan will handle.



Iowa body maker adds distributors

Service body manufacturer Iowa Mold Tooling Inc. has added two new distributors to its dealer network.

The new distributors are Power Equipment Company of Wyoming, and Transform Crane and Equipment, headquartered in Saskatchewan, Canada, IMT announced in a recent news release.

"We're excited to welcome Transform Crane and Equipment and Power Equipment Company to our distributor network, along with the new opportunities they bring to better serve the Saskatchewan, northern Alberta and Wyoming regions," IMT sales manager Tom Wallace said in the release.

Headquartered in Casper, Wyo., Power Equipment "brings significant market knowledge, primarily of the aggregate industry," the release said. That includes years of experience with quarries and ready-mix concrete applications. Power Equipment will now offer the full line of IMT products, which includes the Dominator mechanic trucks portfolio.

Transform Crane and Equipment — based in Lloydminster, Sask., on the Alberta border — serves northern Alberta. Partners Emile Bourassa and Lee Steinbring, who founded Transform in 2017, "bring substantial knowledge of IMT and its product lines to the network," the release said. Transform will also carry the full IMT product lines.

For more information on IMT — an Oshkosh Corporation company headquartered in Garner, Iowa — visit www.imt.com.



Tool maker plans big expansion

Milwaukee Tool plans to invest \$32 million in a major expansion at its global new product development center in Brookfield, Wisc.

The plans call for a 114,500 square feet multi-story building on 3.5 acres the company owns, said a news in January. It would increase the global headquarters to 504,500 square feet.

In recent years, the company has expanded the workforce at its Brookfield campus to 1,300 in 2018, up from just over 300 in 2011.

The expansion would add 350 new jobs, at an average annual pay of \$75,000, over the next five years, the company says.

"We must grow or die," Milwaukee Tool Group President Steve Richman said in the release. "We are committed to delivering a world-class work environment to attract, retain, and recruit the best talent in the world. This investment is necessary for Milwaukee Tool to continue to deliver disruptive innovation and deliver on our commitment to users and distribution partners in driving productivity on the job site."

According to the news release, the City of Brookfield is proposing a tax increment financing district, or TIF, that would provide \$3.5 million toward project costs. Milwaukee Tool is also working with Wisconsin Economic Development Corporation on possible incentives, as well as with the Waukesha County Center for Growth, and Milwaukee 7, which is a regional economic development cooperative.

Milwaukee Tool, which was founded in 1924, is also exploring other office space options "but would prefer to keep all of its product research, design and development within the campus," the release said.

The company is a subsidiary of Techtronic Industries Co. Ltd.

For more information, visit www.milwaukeetool.com.



Milwaukee Tool is expanding its global new product development center.





SUMMIT

REACH FOR THE PEAK!

TRUCK EQUIPMENT



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



ELEVATE YOUR SERVICE FLEET WITH THE SUMMIT ADVANTAGE!

CUSTOM MANUFACTURING - Truck bodies designed to fit your application.

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

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

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

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

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



VIEW OUR INVENTORY ONLINE OR CONTACT YOUR REGIONAL SALES REPRESENTATIVE

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

NEWS

Nebraska equipment maker marks 70 years

Nebraska-based Elliott Equipment Company is celebrating its 70th anniversary in 2018.

Founded in 1948 by Dick Elliott in Omaha, where it is still headquartered, the company “was one of the pioneers in developing truck-mounted aerial equipment,” a news release said.

As the U.S. expanded its electrical grid after the Second World War, Elliott products “enjoyed early adoption by electrical contractors and utilities,” the release noted.

In addition to utilities, today the company serves such industries as public works, sign and lighting, energy, telecommunications, and construction.

Its products include HiReach aerial work platforms, boom-truck cranes, and digger derricks.

“Elliott has been in business for 70 years because we truly care about our customers,” company president Jim Glazer said in the release. “We are a family owned business and are proud of the relationships we have developed with our users over the years.”

For more information on the company, visit www.elliottequip.com.



Elliott Equipment Company got its start helping to expand the U.S. electrical grid shortly after the Second World War.

Photo courtesy of Elliott Equipment Company

Elliott Equipment Company's current product lines include boom-truck cranes.

Photo courtesy of Elliott Equipment Company



Export excellence honored

Compressor maker VMAC Global Technology Inc. has won a provincial export award.

VMAC, which stands for Vehicle Mounted Air Compressors, won in the manufactured products category at the 2017 BC Exports Awards, which were presented Nov. 24 in Vancouver.

“With a culture of innovation, VMAC employees continuously push the boundaries in pursuit of excellence,” said a posting on the awards website about the company, which is based in Nanaimo, B.C., on Vancouver Island. “The company uses customer feedback and the experience and talents of its workers to build every VMAC system with the promise that it will work as hard as VMAC’s customers do. Improving the quality of life for all of its employees and their families and contributing to the local economy have been part of VMAC’s driving purpose for the past 30 years, and will continue to be as the company grows and thrives.”

The annual awards are presented by the Business in Vancouver Media Group, with support from the B.C. government, and the B.C. division of Canadian Manufacturers and Exporters.

“The VMAC team is very honored to win this award, which recognizes our orga-



Mike Schaum of VMAC Global Technology Inc. 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 in Louisville, Ky.

Photo by Keith Norbury

nization for manufacturing high-quality products on Vancouver Island, which are exported around the world,” VMAC executive vice-president Tod Gilbert said in a news release.

The company’s international sales now make up 65 percent of its business.

VMAC announced in December that it is a finalist in Canada’s Best Managed Companies for 2018. Winners will be revealed in March.



Indiana compressor maker expands

Compressor-manufacturer Boss Industries LLC is celebrating 30 years in business with an expansion of facility in La Porte, Ind.

The company is adding 6,400 square feet to its existing 60,000 square feet manufacturing plant, said a recent news release. The expansion was expected to be completed by mid February 2018 “and will have an immediate impact on production capabilities,” the release said.

The project will modernize the firm’s shipping and receiving department to increase material traffic. It will also house Boss’s new research and development facility and accommodate its quality control division.

Founded in 1958, Boss manufactures a variety of products for service trucks. They include PTO-, engine-, and hydraulically-driven rotary screw compressors, as well as rotary screw air ends for original equipment manufacturer applications, and a range of piston air compressors.

For more information, visit www.Bossair.com.



Impact wrenches now have key app

The trademarked One-Key app from Wisconsin-based Milwaukee Tool is now available on the company’s trademarked 18-volt M18 Fuel high-torque impact wrenches.

One-Key’s features enable users to “deliver repeatable torque results resulting in reduced damage to materials and reduced time and cost savings associated with rework,” said recent news release from Milwaukee Tool.

The M-18 wrenches deliver up to 1,400 foot-pounds of torque that the company says can remove fasteners twice as quickly as other cordless tools. Eric Rusch, Milwaukee Tool senior product manager, said in the release that the M18 “could finally eliminate hoses and cords once and for all.”

One-Key, meanwhile is “disrupting the industry once again by allowing users to completely customize all of this power,” he said.

One-Key enables customizing, tracking, and managing of new impact wrenches, the company says. The customization tool gives access to “predetermined setups like custom drive control, lug nut mode, and concrete anchor mode.”

Custom drive control, for example, adjusts RPM and torque “to achieve repeatable torque results from repetitive fastening applications.” Concrete anchor mode, meanwhile, shuts the tool down automatically when the anchor is seated, which prevents damage to anchor or material.

One-Key also has integrated tool tracking that enables users to pinpoint missing tools.

Milwaukee released its M18 Fuel three-quarter-inch high-torque impact wrench with friction ring (2864-22) in February. Includes the One-Key app.

For more information, visit www.milwaukeetool.com.



The 2863 half-inch high-torch impact wrench is among the M-18 Fuel tools that now has One-Key capability.



PTO specialist returns to his former company

Salvatore Knieriem has returned to Muncie Power Products Inc. to become the Indiana-based firm’s market specialist for the refuse industry.

Knieriem brings to his new role 37 years of experience of selling power take-offs within the work truck equipment industry, said a news release. He spent five of those years with Muncie.

In his new job, he will work with key manufacturers in the refuse market, the release said.



Salvatore Knieriem



Welder/generator designed for operators of all skill levels

The new Fusion 160 welder/generator from Miller Electric Mfg. Co. is ideal for outdoor work with service trucks but also for indoor jobs, says a news release from the manufacturer.

At just 222 pounds, the Fusion 160 weighs 70 pounds less than similar sized machines, the company says. “This makes it easy to take the machine where the work is and improves safety and efficiency.”

It delivers up to 160 amps of stick welding power as well as 6,500 watts of reliable generator power for electric tools — also making it ideal for outdoor work, the release said.

Its stable stick arc “makes it easier for operators of all skill levels to produce better welds that meet specifications — avoiding the time and expense of rework,” the release said. “A clean arc also produces less spatter, resulting in less time spent on cleanup.”

The Fusion 160’s PowerShift technology enables the machine to plug into 120/240-volt utility power for safe welding indoors “or in noise-sensitive environments” without starting the gasoline engine. A trademarked MVP multi-voltage plug allows for easy connection to the machine “with no tools required to switch between either type of current.”

For more information about Miller, which is based in Appleton, Wisc., visit www.millerwelds.com.



Fusion 160 delivers up to 160 amps of stick welding power and 6,500 watts of generator power.

New swivel upgrades from Coxreels carry the prefixes MP and HP respectively.



Reel swivel upgrades available

Two upgraded swivel options for 1125 series hose reels are now available from Coxreels.

Each of the medium- and high-pressure swivels can be factory installed on the standard 1125 series, says a news release from Coxreels, which is headquartered in Tempe, Ariz.

The 4,000 pounds per square inch medium-pressure swivel is precision machined from solid brass. It features upgraded wall thickness, seals, and backup rings. The model prefix on this upgrade is MP, such as in MP1125-4-200.

The 5,000 psi high-pressure swivel is machined from high-strength steel that is nickel-plated to resist corrosion. A ball-bearing swivel, it features maximum flow and enhanced load bearing capabilities. The model prefix on this upgrade is HP, such as in HP1125-4-200.

For more information, visit www.coxreels.com.

MECHANICS TRUCKS IN STOCK & AVAILABLE FOR RENT OR PURCHASE

CALL TODAY
+ 800 201 4277

- IN STOCK - PAL Pro 43**
19,500 GVW CHASSIS | 8,000 LB. CRANE | 29' REACH | 11' BODY | 40 CFM COMPRESSOR
- IN STOCK - PAL Pro 72**
25,999 GVW CHASSIS | 10,800 LB. CRANE | 29' REACH | 11' AND 14' BODIES | 60 CFM COMPRESSOR
- RENTAL PACKAGES AVAILABLE**
6 - MONTH OR LONGER | PROMPT TURNAROUND
- PERSONNEL BASKET**
DESIGNED SPECIFICALLY FOR SERVICE CRANES | QUICK SET-UP AND COMPACT STORAGE



PAL Pro 43

MOBILE SERVICE SUPPORT
OVER 50 FACTORY-TRAINED TECHNICIANS | PREVENTIVE MAINTENANCE | REPAIRS | ANNUAL INSPECTIONS (IN SELECT AREAS)



PAL Pro 72

PALFINGER.COM

APPOINTMENTS

Iowa firm has new engineering manager

Brad Tiedemann has recently joined Stellar Industries Ind. as the Garner, Iowa-based service body manufacturer's manufacturing engineering manager.

In his new role, Tiedemann will oversee "the development and implementation of the manufacturing processes to maintain proper product functionality, as well as cost efficiency throughout the manufacturing process," said a posting on the Stellar website.

He takes over the position from Tom Fredrick, who recently retired.

Tiedemann brings to Stellar several years of related manufacturing experience. That includes as a quality manager and shift-production manager at Graham Manufacturing, and several years at Hagie Manufacturing as a lead product improvement engineer and as a senior quality manager.

He has a degree in mechanical design technology from North Iowa Area Community College and also studied management at Buena Vista University.



Brad Tiedemann



New account manager for Pa. firm

Gina Olivo has joined Curry Supply Company as a strategic account manager.

Olivo brings to Curry — which is based in Martinsburg, Pa. — over six years experience in the rental and construction industry, said a news release from the company.

"I'm very excited about this opportunity with Curry Supply and being part of the team," the news release quoted Olivo. "My industry knowledge and experience will help to create strategies to ultimately grow the business. I look forward to working with our clients to understand their needs and help build solutions that best fit their everyday challenges."

She previously worked with a firm that specialized in equipment fleet tracking and recovery systems.



Gina Olivo

ery systems.

In her role with Curry, Olivo will represent the company's entire product line, which includes mechanics trucks, and fuel/lube trucks.

"We couldn't be more excited that Gina has joined the Curry Supply team," Curry president Jason Ritchey said in the release. "Her knowledge and relationships within the rental and construction community will be very beneficial as she helps to provide our customers with solutions to their everyday equipment challenges."

A family-owned business, Curry Supply was founded in 1932.

For more information, visit www.currysupply.com.



Firm appoints new territory manager

Service body manufacturer Dakota Bodies has named a new territory sales manager.

Bryan Mernaugh brings to his new job 20 years experience in sales and manufacturing — including two years of inside sales with Dakota, said a news release from the company, which is based in Watertown, S.D.

Mernaugh's territory includes North and South Dakota, as well as Nebraska, Oklahoma, Texas, Minnesota, Iowa, Missouri, Arkansas and Louisiana.

"We're fortunate to have a strong internal team which allowed us to promote Bryan to this position," Lee Hurlbert, Dakota's director of sales, said in the release. "Dakota Bodies is happy to have him as a part of our outside sales team."

Dakota manufactures a range of utility bodies for such industries as construction, quarrying, mining, transportation, and energy.

For more information, visit www.dakotabodies.com.



Bryan Mernaugh



Oleg Riabtsev

New leader appointed for climate-control firm

Oleg Riabtsev has been named the head of the Eberspächer Group's North American entities.

Riabtsev brings to the role many years of experience in the automotive, original equipment manufacturer, and aftermarket sectors, said a news release from Eberspächer North America, which is headquartered in the Toronto suburb of Mississauga, Ont.

He will report directly to the head of the company's business unit for special markets at corporate headquarters in Esslingen, Germany.

The Eberspächer Group specializes in exhaust technology, climate control systems and automotive controls. Its products include fuel-operated and electrical heaters for commercial vehicles as well as air conditioning units and service diagnostic tools.

For more information, visit www.eberspaecher-na.com.





SUMMIT *REACH FOR THE PEAK*

CRANES



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

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

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

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

NTEA data report in works

A report on the U.S. construction sector will soon be available from the NTEA — the Association for the Work Truck Industry.

The report will be free for NTEA members and \$99 for non-members, the association announced in mid February.

The report's topics will include the following:

- Construction sector spending patterns.
- Construction sector truck usage.
- Market segmentation.
- Construction market forecast.

Anyone interested in receiving the report can sign up for a notification of when it will be available. To do so, or for more information, visit <http://www.ntea.com/constructionreport>.



Compressor maker has new boss

Boss Industries LLC has a new president. The compressor manufacturer — based in LaPorte, Ind. — announced recently that Todd Hudson will take over from Paul Wilkins in that role.

"It has been my pleasure to serve as president of BOSS industries LLC for the last four years and I am more confident today than ever before on the exciting future of BOSS Industries," Wilkins said in announcing his successor.

Hudson, who has more than 30 years experience in the air compressor industry, had previously been the company's vice-president of sales.

"Todd truly understands our marketplace, the customer trends and our growth objectives," said Wilkins, who will work Hudson over the next months during the transition.



Todd Hudson

Wilkins will also serve as an operational advisor and consultant for the next 12 months. The company praised his leadership and congratulates him "as he transitions to the next phase of his life."

Meanwhile, Caleb Pontius is taking over Hudson's position as VP of sales. Pontius, who has over 14 years experience in the truck equipment industry, was previously the eastern regional sales manager.

Founded in 1958, Boss manufactures a variety of products for service trucks. They include PTO-, engine-, and hydraulically-driven rotary screw compressors, as well as rotary screw air ends for original equipment manufacturer applications, and a range of piston air compressors.

For more information about the company, visit www.Bossair.com.



New MVPs revealed

Reading Truck Equipment's Pontiac location is among four recent additions to the Member Verification Program of the National Truck Equipment Association.

The other new MVP companies are Ranger Design of Rochester, N.Y.; Carco Industries Inc. of Tualatin, Ore.; and Velvac Inc. of New Berlin, Wisc.

Several other companies had their MVP status renewed recently. They include Venco Venturo Industries LLC of Cincinnati, Ohio; locations of Knapheide Truck Equipment in Jefferson City, Mo., Griffin, Ga., and Miami, Fla.; truck hardware maker Eberhard Mfg. Co. of Cleveland, Ohio; Kranz Automotive Body Co. of St. Louis, Mo.; Drake-Scruggs Equipment Inc. of Springfield, Ill.; and General Body Metroplex of Arlington, Texas.



Report examines disruptors

A 2018 Commercial Vehicle Report from Wards Intelligence examines the impact of such issues as technology disruptors and new government regulations, says promotional material from the publisher.

The report, scheduled for release in late December, sells for a regular price of \$2,395, although it had a pre-order price of \$1,885, according to the company website.

The report's preliminary contents, which were subject to change, include U.S. commercial vehicle population profiles by class, industry segments, region, and average age. Other proposed highlights include sales data from the last decade, sales cycle factors, vehicle design changes, and quick looks at the Canadian and Mexican markets.

Issues examined in the report were to include emissions, safety, productivity, technicians, and development of "final mile" infrastructure.

The report can be ordered online at <http://intelligence.wardsauto.com>.



New sales manager appointed

Rory Mathias has joined mobile power solutions firm Vanair Manufacturing Inc. as its new sales manager for the western region.

Mathias comes to the company as an experienced salesman in the land development and heavy equipment industries, said a posting on Vanair's website.

He graduated magna cum laude from Eastern Washington University, earning a bachelor of arts in technical community with an emphasis on marketing and public relations.

Vanair is headquartered in Michigan City, Ind.

For more information, visit www.vanair.com.



Rory Mathias



Sales manager retires

The sales manager of J&J Truck Equipment has retired after 34 years with the company.

Jim Weir retired effective Feb. 2, said a news release from the company, which is based in Somerset, Pa.

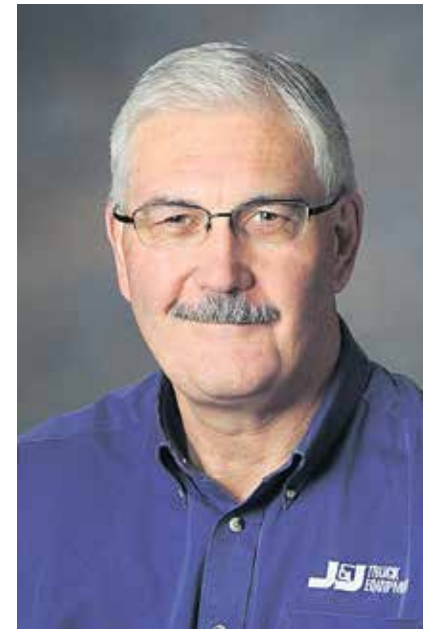
He held various positions in the company before becoming its sales manager.

A division of Somerset Welding & Steel, itself a subsidiary of Riggs Industries, J&J supplies such products as service crane bodies and mechanics bodies and is a dealer for Knapheide and Auto Crane service bodies, as well for Brand-FX composite bodies.

"I have enjoyed the work, the people, and the challenges during my tenure at J&J, but I am excited about beginning the next chapter in my life," Weir said in the news release. "I wish the company and its employees continued success."

Weir was also active with several distributor councils where he shared his experience and expertise of the truck equipment industry.

"Jim's accomplishments and commitment to our company helped to increase our profitability, expand our product lines, and allowed us to develop strong relationships with our customers and vendors. He will be missed," the release quoted Bill Riggs, president of Somerset Welding & Steel.



Jim Weir

New VP for equipment firm

Nebraska-based Elliott Equipment Company has a new vice-president of sales and marketing.

Tom Vatter brings to his new job over 25 years of experience in several vocational body/chassis industries, said a news release from Elliott, which is based in Omaha.

He began his career at McNeilus Companies, which later became part of Oshkosh Truck Corporation. There he helped return the Autocar Xpeditor chassis to prominence. Later, Vatter served as vice-president of Environmental Solutions Group, a Dover Corporation firm.

"I am looking forward to Tom utilizing his experience and knowledge to help us drive our company to the next level," Elliott president Jim Glazer said in the release.

Elliott's products include truck-mounted aerial work platforms, cranes, and digger derricks.



Tom Vatter



NEWS

Crane company exec retires

After serving the construction equipment industry for over 45 years, Ron Dogotch, a senior vice-president with Tadano America Corp., is retiring.

He spent the last 25 years with Tadano, during which he turned "a relatively unknown crane product line" into an industry leader in North America for rough and all-terrain cranes, said a news release from the company.

"I take particular pride in being instrumental in the introduction of the Tadano brand cranes to the North American market," Dogotch said in the release. "It has been a great experience and I attribute our success to our exceptional business partners, who pioneered the product line, dedicated team at TAC, and our high quality product line."

In retirement, Dogotch plans family time with grandchildren, global travel, hunting, and fishing.



Ron Dogotch

Hardware maker logo gets makeover

An Ohio-based maker of hardware for service bodies has a new logo.

Eberhard Manufacturing Company said in a news release that the logo focuses "on minimizing speed to market with creative solutions for their customers."

It is an update on the "Globe Circle E" logo the company has used for over 15 years.



Customers can expect to see the updated logo in early 2018.

Eberhard has manufacturing facilities in Tillsonburg Ont.; Shanghai, China; and in Strongsville, Ohio, where the company is headquartered.

Its products include door handles, grab handles, hinges, key cylinders, paddle latches, pull latches, tie downs, and truck hooks.

For more information, visit www.eberhard.com.

ServiceTruck
THE MAGAZINE FOR MOBILE REPAIR AND MAINTENANCE

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

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



\$36
six issues

Truck firm names new president

Mitsubishi Fuso Truck of America Inc. has a new president and CEO. The company — headquartered in Logan Township, N.J. — announced that Justin Palmer will take over those toles from Jecka Glasman effective Nov. 30, 2017.

Glasman is leaving Fuso to return to her native Israel for family reasons, said a news release from the company.

"We will miss Jecka. She did a fantastic job of managing Fuso through a transitional period as we developed the new eCanter all-electric truck, as well as the coming gasoline-engine FE Series," the release quoted Michael Kamper, senior vice-president with the company. "But we're also very fortunate to have Justin available to step into the role as president and CEO, to lead our North American operations going forward. He has already contributed greatly to our strategic planning and business operations improvement, and he has developed a thorough knowledge of where we need to be as a company."

Palmer joined Fuso in 2015 and spent two years as director of business operations. He came to the job with "broad experience in retail and distribution networks" and "an extensive background in international operations and business development for multinational corporations," the release said.



Justin Palmer



Jecka Glasman

NEW PRODUCTS

New fog-lights released

New fog-light kits and an LED auxiliary driving light kit have been added to Truck-Lite Co. LLC's trademarked Rigid product offering.

The three-inch-by-three-inch fog lights, based on the D-Series from Rigid Industries, are "designed as plug-and-play replacements" for certain models of commercial trucks, said a news release from Truck-Lite.

Those models are the 2008-2017 International Pro-Star, 2008-2017 Volvo VN, 2013-2018 Kenworth T680, and 2007-2017 Freightliner Cascadia.

"Each kit features a durable die-cast housing and polycarbonate lens to combat shock and vibration and includes mounting brackets, hardware and a waterproof H11 Deutsch adapter, which is a direct fit for factory harnesses," the release said.

The fog-light kits comply with SAE — Society of Automotive Engineers — standards. Universal-mount D-series and as a universal six-inch SR-Series fog kit are also available. They each feature an extra-long, blunt-cut harness, the release said.

Truck-Lite is also introducing a six-inch SAE compliant auxiliary driving/high beam kit, based on the E-Series light bar from Rigid. The kit includes mounting brackets and hardware and an extra-long, blunt-cut harness.

"The successful launch of our fog light kit for the Freightliner Cascadia in August 2017 prompted demand for kits compatible with other truck platforms," the news release quoted Errico Paolucci, aftermarket sales director for Truck-Lite.

Truck-Lite by Rigid lighting kits produce a light closer to the color temperature of daylight, which dramatically improves visibility, and are rated for over 50,000 hours, the release said.

For more information, visit www.truck-lite.com.



D-Series three-inch-by-three inch fogs lamps are available for certain models of International, Volvo, Kenworth, and Freightliner trucks.

ServiceTruck
THE MAGAZINE FOR MOBILE REPAIR AND MAINTENANCE

SUBSCRIBE TODAY

6 Issues per year only \$36⁰⁰

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

NEW PRODUCTS

New 2018 Ford F-Series Super Duty trucks feature more power and torque.



New Super Duty truck revealed

Ford Motor Company has added an F-450 4x2 crew cab to its 2018 Super Duty lineup, the manufacturer announced in December.

The new Super Duty comes with a 6.7-liter Power Stroke diesel engine that delivers 450 horsepower — 10 hp more than 2017 models, said a news release from Ford.

The 2018 version also provides up to 34,000 pounds of gooseneck towing — 1,500 pounds more for the new F-450 4x2 — as well as 935 pound-feet of torque, a 10 pound-feet improvement over 2017.

Upgrades to the Power Stroke engine “include redesigned cylinder heads for added strength under higher loads, plus optimized fuel and turbo

boost calibrations to take advantage of the increased cylinder head capacity for increased horsepower and torque,” the release said.

Ford says XL, XLT, Lariat and Platinum series offerings of the F-450 4x2 dual-rear-wheel pickup will be available this winter. The base price is \$52,830, although various writers in the automotive press have calculated that, when options and taxes are added, a totally tricked-out truck could run into six figures.

The websites of Commercial Truck Trader and My Little Salesman each recently had several for-sale listings of 2017 Ford F-450s upfitted with service bodies.



New HID light holds charge

The RL-11 from Larson Electronics is a high-intensity discharge, or HID, light that “operates for 90 minutes on a single charge of its 14.4-volt lithium-ion battery,” says a news release from the manufacturer.

The RL-11’s 35-watt lamp produces a 3,500 lumen beam that can reach up to 3,000 feet, the release added. A snap-on diffuser lens can transform the RL-11 into flood configuration that produces a 200-foot by 200-foot beam.

A weatherproof light, the RL-11 “resists the intrusion of water and dust.” Its booted push-button switch on its handle “simplifies the on and off operation.”

The unit’s battery can be charged in about four hours with a 120-volt AC wall charger that is included. The light can also be powered from a 12/24 volt DC vehicle cigarette plug outlet.

“The cigarette plug for this unit does not act as a charger for the lithium-ion battery,” the release noted. “When the cigarette plug is activated, power is solely provided by the 12/24 volt source. Once the cigarette plug is removed, power is provided by the battery.”



The RL-11’s 35-watt lamp produces a 3,500-lumens beam that can reach up to 3,000 feet.

The R-11 includes a molded carrying case that houses the battery, light, flood lens, shoulder strap, DC power cord, and AC wall charger.

“The HID lamp in this unit does not contain a breakable filament and is rated for 2,500 hours of operation life between lamp changes,” Larson Electronics CEO Ron Bresnahan said in the release.

For more information, visit www.larsonelectronics.com.



New LED headlamps coming

A new five-by-seven inch LED headlamp will soon be available from Optronics International.

The new Opti-Brite HLL70HLB lamp fits a five-by-seven rectangular format while the HLL93HLB series fits a seven-inch round format, says a news release from the company. Both has built-in high- and low-beam functions.

Meanwhile, HLL79HB high-beam lamps and HLL78LB low-beam lamps “fit four-by-six-inch rectangular formats and are compatible with four-lamp systems with separate, dedicated high-beam and low-beam lamps,” the release said.

Like other Opti-Brite headlamps, the new versions “project an optimized beam pattern conducive to superior driver comfort and performance.” They also feature “Opti-Brite’s signature LED conspicuity array.”

Behind that array, an “advanced reflector geometry emits a tightly controlled blue-white light beam that approximates the color temperature of the sun’s natural light,” the release said. That makes it easier to see the road and it reduces fatigue, according to the company.

The new lamps are engineered for electrical systems of nine to 33 volts. They have an expected service life of 33,000 hours, the release said.

The new HLL70HLB headlamp is expected to be available in early 2018.



Opti-Brite HLL70HLB lamp fits a five-by-seven rectangular format.

Rely on Reelcraft



Heavy duty hose reels Series 7000

Photo courtesy of Sage Oil Vac Amarillo, TX

Dual pedestal hose reels ▶

Compact, heavy duty Series DP5000 / DP7000



Heavy duty hand crank hose reels Long hose lengths Series 30000

Heavy duty 100' hose reels Compact, mobile base Series HD70000 ▼



NEW!

Durable hose and cord reels for:

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

Made in USA

REELCRAFT®

www.reelcraft.com 800-444-3134

CALENDAR

MARCH 2018

March 5-8, 2018

Technology & Maintenance Council Annual Meeting and Exhibition
Atlanta, GA

"The industry's most innovative educational sessions covering all aspects of vehicle maintenance and design."

<http://tmcannual.trucking.org>

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>

March 27-29, 2018

Mid America Farm Exposition

Tony's Pizza Events Center, Salina, Kansas

"Over 300 exhibits are on display representing approximately 275 companies from around the United States."

<https://salinakscoc.wliinc24.com/events/53rd-Annual-Mid-America-Farm-Exposition-9506/details>

APRIL 2018

April 4-5, 2018

Hard Hat Expo

New York State Fairgrounds, Syracuse, N.Y.

"The two day show consistently draws between 4,000-8,000 qualified attendees that are in a position to make buying decisions for their companies or municipalities."

<http://hardhatexpo.com>

April 4-6, 2018

Great Bend Farm & Ranch Expo

Great Bend, Kansas

"With more than 700 inside and outside booths covering 80 acres."

<http://www.greatbendfarmandranchexpo.net>



The Mid-America Trucking Show comes to Louisville, Ky., March 22-24.

April 5-6, 2018

Atlantic Heavy Equipment Show

Moncton Coliseum, Moncton, N.B.

"This is your chance to get in front of a qualified audience of buyers from the heavy equipment, road building, forestry, and logging sectors from across Atlantic Canada and beyond."

<http://www.ahes.ca>

April 6-8, 2018

NPGA Southeastern Convention & International Propane Expo

Georgia World Congress Center, Atlanta, Ga.

"The largest propane-related tradeshow in the world with over 250 exhibitors and more than 4,000 participants."

<https://www.npgaexpo.org/>

April 9-12, 2018

Modex 2018

Georgia World Congress Center, Atlanta, Ga.

"Discover cutting-edge solutions, and learn the latest trends that are sure to give you a leg up on the competition."

<https://www.modexshow.com>

April 17-21, 2018

Specialized Carriers & Rigging Association Annual Conference

Boca Raton Resort & Club,
Boca Raton, Fla.

"Highlights include education sessions by well-known authors and speakers, committee meetings, receptions and numerous networking opportunities."

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

April 19-21, 2018

Truck World

International Centre, Mississauga, Ont.

"Truck World is the Canadian meeting place for the trucking, transportation, supply chain, distribution, and logistics industries."

<http://www.truckworld.ca>

April 22-25, 2018

Associated Wire Rope Manufacturers Spring General Meeting

Scottsdale Omni Resorts, Paradise Valley, Ariz.

"AWRF promotes interests common among companies manufacturing, fabricating, or distributing lifting, rigging and load securement devices made of chain, rope, and synthetic products."

<http://awrf.org/events/>

April 23-28, 2018

Fire Department Instructor Conference 2018

Indiana Convention Center and Lucas Oil Stadium, Indianapolis, Ind.

"Check out the product demonstrations with the latest equipment and technology from leading manufacturers."

<http://www.fdic.com>

April 23-28, 2018

Intermat

Paris-Nord Villepinte Exhibition Centre,
Paris, France

"Intermat hosts 183,000 visitors and 1,500 exhibitors presenting an offer of equipment, materials and solutions for civil engineering and structural building works."

<http://paris-en.intermatconstruction.com/>

April 24-26, 2018

Commercial Vehicle Show 2018

NEC Birmingham, Birmingham U.K.

"The best attended, largest and the most comprehensive road transport and commercial vehicle event held in Britain."

<https://cvshow.com>

April 24-27, 2018

National Association of Fleet Administrators 2018 Institute & Expo

Anaheim Convention Center,
Anaheim, Calif.

"The largest gathering of fleet managers."

<http://www.nafainstitute.org>

April 25-27, 2018

Steel Erectors Association of America 47th Annual Convention & Tradeshow

Embassy Suites Golf Resort & Spa,
Charlotte/Concord, N.C.

"Members build arenas and airports, bridges and big box retail, high rises and hospitals, and much more."

<http://www.seaa.net/events.html>

April 27-28, 2018

Expo Grands Travaux

Olympic Stadium, Montreal, Que.

"One of Eastern Canada's largest heavy equipment industry trade shows, with 300,000 square feet of exhibit space, major industry OEMs and dealers, and tons of big iron."

<http://egt.mpltd.ca>

April 29-May 1, 2018

National Private Truck Council Annual Education Management Conference

Duke Energy Convention Center,
Cincinnati, Ohio

"The marquee national private truck fleet event of the year."

<https://www.nptc.org>

April 30-May 3, 2018

Alternative Clean Technology Expo

Long Beach Convention Center,
Long Beach, Calif.

"A one-stop shop for fleets to learn how to reduce costs and emissions."

<http://www.actexpo.com>

April 30-May 3, 2018

Auvs XPonential 2018

Association for Unmanned Vehicle Systems International

Colorado Convention Center,
Denver, Colo.

"Join more than 8,500 industry leaders and forward-thinking users from both the defense and commercial sectors to learn the latest on policy, business use cases and technology applications."

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

April 30-May 3, 2018

Offshore Technology Conference

NRG Park, Houston, Texas

"Where energy professionals meet to exchange ideas and opinions to advance scientific and technical knowledge for offshore resources and environmental matters."

<http://2018.otcnet.org>

MAY 2018

May 7-9, 2018

Web Sling & Tie Down Association Annual Meeting

Naples Grand Beach Resort, Naples, Fla.

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

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

May 7-10, 2018

AWEA Wind Power Conference & Exhibition

McCormick Place, Chicago, Ill.

"Wind energy is revitalizing America's economy."

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

May 11-12, 2018

Truxpo 2018

Tradex, Abbotsford, B.C.

"Class 1 through 8 will be displayed on the show floor."

<http://www.masterpromotions.ca>

JUNE 2018

June 4-8, 2018

Government Fleet Expo & Conference

San Diego Convention Center,
San Diego, Calif.

"Now in its 11th year, GFX is the largest annual community gathering of public fleets in the nation."

<http://www.governmentfleetexpo.com>



STEEL & ALUMINUM TRUCK BODIES



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



Backed by our 7 Year Warranty

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

That means they are built to a higher standard -

The Wilcox Standard.



www.wilcoxbodies.com

TOLL-FREE
1-888-294-5269



INSTALL THE POWER SOLUTION PROVEN UNDER FIRE.

Next time you're bidding a truck contract that requires self-contained remote mobile power, choose the solution selected by the Department of Defense as the most dependable mobile multipower unit available. **HIPPO Multipower** reliability is battle-proven by the US military worldwide and delivers hydraulic, air, electric or welding power all in one unit. It's everything municipal and other field service workers need to answer the call of duty. Day in and day out.

Engineered to fit most truck chassis configurations, **HIPPO Multipower** mobile power units can be PTO driven or can run off an integrated diesel engine. Need a custom configuration? No problem. Send us the specs and we'll design the mobile power solution you need.



HYDRAULIC



AIR



ELECTRIC



WELDING

Request a quote at HippoMultipower.com or call 800.844.0624.