

# SPEC MY TRUCK

Check out George Everett's rig, page 14.

## INSIDE

- Prospects look bright for the mining sector ..... 7
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# Service Truck

## THE MAGAZINE FOR MOBILE REPAIR AND MAINTENANCE

Volume 4 Issue 4

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### PRODUCTION

## How to be lean in upfitting trucks

ERIN GOLDEN

**W**hether your day is spent on the manufacturing floor, in the repair shop or on the road, there's probably a specific flow to the way things get done.

But from storing tools to scheduling orders, there's a good chance your method could be streamlined to make things run more smoothly — and maybe even boost your bottom line. It's what efficiency experts call "lean implementation," and it was a topic for a sold-out discussion at the Green Truck Summit at the Work Truck Show in Indianapolis earlier this March.

Doug Hanawalt and Ed Hlava, productivity improvement specialists from the Purdue Manufacturing Partnership, led the panel discussion. In their work with small- and medium-sized manufacturers, Hanawalt said he spends time helping people sort out the difference between productive work and wasted time.

*continued on page 10*

Experts deliver advice on eliminating unnecessary steps in manufacturing

**"The manufacturers we typically work with a lot of times live in a very closed world. It's pretty easy to come in and open their eyes, to show the way other people in your industry or similar industries work."**

**— Doug Hanawalt, productivity improvement specialist, Purdue Manufacturing Partnership**



### INNOVATION

## Get ready for future trucks that troubleshoot themselves

Technological innovations expected to provide "near perfect information" about fleet operations

MARK YONTZ

**T**hanks to advances in technology, as well as an increasing emphasis on operations efficiency and wise resource use, the role of equipment fleet managers across all industries has changed quite a bit in recent years.

Expect even more changes in the future, says Jim Schug, a principal and engagement manager for FMI Corporation.

Schug, who is also a certified equipment manager and the program lead for the Certification Institute, cites "adapting to technology, innovation, and the new workforce" as three big changes that have occurred in fleet management over the last few years. All fleet management professionals — no matter their industry or the type of equipment managed — need to prepare themselves for more changes on the horizon, he says.

*continued on page 12*



*In the future, equipment is expected to troubleshoot itself without human intervention.  
Photo by Bombaert/Istockphoto.com*

### MANAGEMENT

Modern service trucks, such as this one displayed at ConExpo-Con/Agg in 2014, often carry a variety of fluids. File photo

## Does your fleet need a fluid czar?

Consultant Mike Vorster makes the case for combining all fluid tasks under one position

MATT JONES

**T**he tier 4 engine is a drastically different beast than its predecessors. In order to achieve the emissions reductions mandated by the Environmental Protection Agency, the new engines require significantly more care and maintenance, particularly as it relates to fluids, says equipment management consultant Mike Vorster.

"You can't run the machines of today with the tools and technologies of yesterday," he says.

To deal with that complexity, a fleet operator should appoint a "fluids czar," says Vorster, who is the president of C.E.M.P. Central Inc. — which stands for Construction Equipment Management Program Central.

Such a czar would be an employee who is singularly responsible for all fluids management for an entire fleet.

*continued on page 13*



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**Editor** - Keith Norbury • editor@servicetruckmagazine.com

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

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

**Publisher** - Tom Henry • publisher@servicetruckmagazine.com

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

**Subscriptions** info@servicetruckmagazine.com  
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## NEWS

# Small improvements sought to North American trade deal

**T**he Trump administration should move to improve the North American Free Trade Agreement but not take "any drastic steps that would hurt equipment manufacturers' competitiveness," said a recent news release from the Association of Equipment Manufacturers.

The AEM is also cautioning on moves that would harm its members' duty-free access to Canada and Mexico, which are the largest external markets for U.S.-made equipment.

"While we support efforts to improve NAFTA, imposing restrictive barriers to cross-border commerce would risk serious economic harm to the U.S. economy," AEM senior vice-president Nick Yaksich wrote in a June 12 submission to Ed Gresser, who chairs the trade policy staff committee of the Office of the U.S. Trade Representative. "Equipment manufacturers have spent over the past 20 years integrating supply chains across both borders. Disrupting these supply chains would make U.S. manufactured goods more expen-



Donald Trump

sive to produce and less competitive in the global market."

About 30 percent of U.S.-made machinery is intended for export, the release said.

AEM members and representatives of the Equipment Dealers Association are largely supportive of the 1994 trade deal, according to a survey in May. However, they support small improvements in NAFTA.

"Updating NAFTA to including language on remanufacturing, digital trade and e-commerce, and having rules of origin provisions that strengthen existing supply chains while avoiding disrupting supplier relationships, will strengthen North American competitiveness and incentivize investment in domestic manufacturing,"

the AEM news release said.

The AEM's approximately 950 members include dozens of manufacturers of service bodies and service truck accessories.



# ConExpo organizer honored

**A** key organizer of the ConExpo-Con/Agg trade show and the International Construction and Utility Equipment Exposition has received an honor from the International Association of Exhibitions and Events.

Megan Tanel, senior vice-president of exhibitions and events with the Association of Equipment Manufacturers, received the IAEE's Woman of Achievement Award, the IAEE announced in early May.

Tanel received the award at a Women's Leadership Forum at the MGM National Harbor in Oxon Hill, Md. The IAEE praised Tanel as "a role model and passionate professional whose example leads to the advancement of women in the exhibitions and events industry."

Tanel said she was humbled to receive the honor.

"I am surrounded by amazing people throughout this industry," she said, adding that "without a strong team in the office or a strong partnership at home, I wouldn't be able to accomplish any of this."

Her more than 20 years with the AEM include serving as director of the association's ConExpo, ICUEE,



Megan Tanel (center) receives the 2017 Woman of Achievement Award from the International Association of Exhibitions and Events' Cathy Breden (left) and Mindy Abel.

and World of Asphalt trade shows.

"Megan's knowledge, experience and leadership have been integral to the success of our trade shows and exhibition partnerships; she truly leads by example with enthusiasm and respect throughout the AEM organization," AEM president Dennis Slater said in a news release.



## COOL TOOL



# Look, Ma — two hands

Conventional gear pullers often require three hands to install because the user has to hold the jaws in place while applying tension with the push bolt.

PosiLock gear pullers have a screw-adjustable cage around the pulling jaws that allows the user to easily snug the jaws into place and position the puller before putting tension on the push bolt.

They are available in two- and three-jaw configurations, from cute little one-ton pullers that weigh a third of a pound up to a mammoth 40-ton puller that weighs 60 pounds and has a jaw spread of 25 inches.

Prices match size, ranging from \$100 to \$850.

PosiLock gear puller doesn't need a third hand to install.

Photo by Dan Anderson



## MECHANIC'S MUSINGS

DAN ANDERSON

## The most important tools

When I was a young pup, I once asked a veteran mechanic what was the most important tool to own. He paused and said, "If important means you use it a lot, then this would be it," and pulled from his shirt pocket a clip-on mini-screwdriver. "It opens parts bags, scrapes crud off machines, cleans my fingernails, and sometimes I even use it for a screwdriver."

Many years later I've learned that he was right — some of the most important tools in my inventory aren't very big, or very impressive.

They include the following:

- A pocket flashlight. It seems like half the things I work on are deep inside a machine. If I'm going to be there for a while I'll drag in a full-size light, but for inspections and chasing wires and hydraulic lines it's tough to beat one of the new LED pocket flashlights.

- Pliers. I grew up on a farm, and one of the symbols of manhood in my region was when a boy started to carry a pair of pliers in a leather pouch on his belt. Many professional mechanics say that, "A true



Dan Anderson is a real mechanic who isn't afraid to use pliers or a pocket screwdriver.

Photo by Bill Anderson

mechanic doesn't carry pliers," but I do. I'll leave it up to my customers to decide if I'm a true mechanic, but I feel naked if I leave the house on a work-day without my pliers.

- Cellphone. My first flip-type cellphone was a nuisance because I could no longer "hide" from the boss or my wife, but now that I've become somewhat adept with a newer smartphone, I consider it an essential tool. Not only does it allow me to call and check on parts availability, but having it as an internet hotspot allows me to look up parts diagrams and schematics, business phone numbers, directions to job sites and all sorts of useful stuff. Its camera is handy for documenting how machines look before disassembly, and — thanks to Caller I.D. — I can still ignore my boss and wife when it's to my benefit.

But of all my tools, the tool I use most often is my mini-pocket screwdriver. When young mechanics ask me what is my most important tool, I reach in my pocket and tell them, "If important means you use it a lot ..."



## NEWS



Mary Erholtz



Grant Godbersen



Susanne Cobey

## New directors for association

The Association of Equipment Manufacturers recently elected three new directors.

The new directors are Grant Godbersen, vice-president of manufacturing of GOMACO Corp.; Susanne Cobey, president and CEO of Eagle Crusher Company; and Mary Erholtz, vice-president of marketing for Superior Industries. Cobey and Erholtz were elected to fill unexpired terms, said a news release from the AEM, an international trade organization based in North America.

The association represents manufacturers and suppliers of off-road equipment. Its more than 950 member companies include service truck manufacturers, such as Stellar Industries and Summit Truck Equipment, as well as makers of service truck accessories, like The Lincoln Electric Company and VMAC Global Technology Inc.

"Member participation is vital to AEM's success in representing its membership and the industry; we greatly appreciate the dedication of our volunteer leaders such as Grant, Susanne and Mary, and the support of their companies that allows them to serve AEM for the benefit of all," AEM president Dennis Slater said in announcing the new directors.

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Retired marketer and daughter  
collaborate on poetry collection

He's a poet and he knows it. Tom Catalano, former director of marketing for service truck distributor Curry Supply Company, has recently published his seventh book of poetry and eighth book in total.

His most recent book, *Poems For His Glory*, is a 96-page collection of rhyming faith-inspiring verse co-written with his daughter, Emma Catalano.

"Rhyming poems move the reader easily through the thoughts and emotions being conveyed," Tom Catalano said in a news release announcing the new book. "They are effortless to read and fun to write."

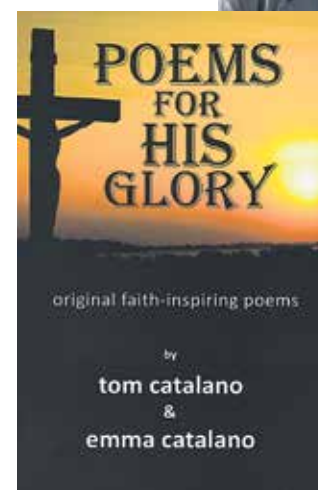
His previous poetry titles include *I Dig Mud & Yellow Blood*, *Verse Things First*, and *Rhymes For Kids*. He also has a book of fiction, *Tall Tales & Short Stories*.

*Poems For His Glory* is his daughter's first book, although the recent graduate of communication from Saint Francis University in Loretto, Pa., has written poetry all her life.

"I feel truly blessed to be publishing this book of faith-based poems," Emma said. "I



Tom and Emma Catalano recently published *Poems For His Glory*, 96 pages of rhyming faith-inspiring verse.



love being able to convey my beliefs, understandings, and revelations in poetic rhyme for others to experience."

Her dad meanwhile said he didn't actually retire from something when he stepped

down from Curry Supply last September but retired to something, which is to focus on writing novels and poetry.

*Poems For His Glory* is available in bookstores and on Amazon.com. More information can be found on the author's Facebook page — [facebook.com/tomcatalanoauthor](https://facebook.com/tomcatalanoauthor).



## Kentucky trade show ready for registrants

Registration is now open for the biennial International Construction and Utility Equipment Exposition this October in Louisville, Ky.

Those who register by Aug. 25 will save 50 percent off of the onsite badge fee, said a recent news release from the exposition organizers.

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

“Attendees can look forward to new education opportunities, streamlined registration and enhanced peer networking events,” the release said.

The 2015 show drew record attendance of 18,000. Registrants came from all 50 states, nine of 10 Canadian provinces, and 60 other countries.

*Trade Show Executive* magazine honored ICUEE with a gold award as the largest biennial trade show of the year for its 1.2 million square feet of exhibition space.

ICUEE is owned and produced by the Association of Equipment Manufacturers, which also presents ConExpo-Con/Agg every three years in Las Vegas.

Overall, ICUEE boasts over 25 acres of indoor and outdoor exhibits.

New this year will be walking “field classrooms,” bringing education to the show floor “to provide an overview on topics geared for those new to the industry.” Other educational highlights will be the iP Utility Safety Conference and Utility Fleet Conference.

A benefit auction, meanwhile, returns with its proceeds going again to the Call of Duty Endowment for military veterans re-entering the workforce. The AEM is encouraging exhibitors to donate to the auction by contacting Shannon at J.J. Kane Auctioneers (1-



Service bodies will be on full display at the 2017 version of the International Construction and Utility Equipment Exposition just as they were in the previous show in 2015.

File photo by Keith Norbury

856-764-7163).

*Service Truck Magazine* will again have a booth at ICUEE. Look for us in booth 4401.

Dozens of service truck manufacturers and accessory makers will be among the more than 950 exhibitors.

They include American Eagle Accessories Group (5114 and L449), Auto Crane (N1014), Boss Industries (L475), CTech Manufacturing (2640), Coxreels (4017), Dakota Bodies (L127), Ecco Safety Group (3419), Fabco Power (1820), Feterl (N3012), Hannay Reels (2810), The Knapheide Manufacturing Company (N2046), Liftmoore (5214), Maintainer Corporation (N1002), Miller Electric Manufacturing Co. (2706), Monroe Custom Utility Bodies (L493), Palfinger (N2014), Reading Truck Body (L155), Reelcraft Industries (2339), Sage Oil Vac (N2009), Service Trucks International (N1038), Stahl (N3014), Stellar Industries (N1012), Taylor Pump and Lift (N2012), Vanair Manufacturing (L417), Venco Venturo Industries (N2033), and VMAC (L336, 2008).

For the latest show information, visit [www.icuee.com](http://www.icuee.com).

## New western sales manager for compressor maker

Compressor manufacturer Boss Industries LLC has a new addition to the company's expanding sales team.

Blair Larson is the new western regional sales manager for Boss, the Indiana-based company said in a news release.

Larson has deep roots in the rotary screw compressor industry, the release said.

“With a rich family heritage in the industry, Blair's lifelong commitment and history along with his extensive rotary screw knowledge make him an ideal candidate to continue the ‘Drive for Success’ at BOSS

Industries, LLC,” the release said.

Founded in 1988, Boss is headquartered in La Porte, Ind., about 65 miles east of Chicago. The company's products for service trucks include power takeoff-driven, engine-drive, and hydraulically driven rotary screw compressors as well as rotary screw airends for original equipment manufacturers. Boss also has a range of piston air compressors.

For more information on Boss, visit [www.BOSSair.com](http://www.BOSSair.com).



Blair Larson



Kevin Fox

Kristin Waldie

Luke Brenner

Kenneth Tysinger

Chris Loman

## Dealers association names new president and directors

The Independent Equipment Dealers Association has a new president and treasurer as well three new board members.

Kevin Fox of Dewitt Equipment Company of Barrie, Ont., is the association's new president, said a recent news release from the association.

The treasurer is Kristin Waldie of CapStone Accounting Solutions of Minesing, Ont.

The association's new board members are Luke Brenner with Heavy Equipment Co. in Austin, Texas; Kenneth Tysinger with May Heavy Equipment in Lexington, N.C.; and Chris Lohman with South Mountain Tractor in Tempe, Ariz.

The positions were announced earlier this year at the IEDA's annual meeting and vendor expo held in Orlando, Fla.

Directors, who serve for a maximum of two straight years, “are responsible for establishing industry best practices and quality used equipment standards,” the release noted.

Outgoing board members were David Williams from International Construction Equipment, Lakewood Ranch, Fla.; Tanna and Rick Trout from Trout Machinery Inc. of Casper, Wyo.; Burt Cunningham from Global Tractor Company of Colleyville, Texas; and Maurice Matson with Matson Machinery Company of Scott Depot, W.Va.

Retiring board members received the IEDA Leadership Award. For more information about the IEDA, visit <http://iedagroup.com>.





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

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

## EDITORIAL

# Be smart about regaining the infrastructure advantage

**T**he Association of Equipment Manufacturers deserves applause for its efforts to nudge the U.S. government to fulfill a grand promise of President Donald Trump to rebuild the nation's infrastructure.

A report the association issued in mid June outlines five key steps that government policy makers can take to help reclaim the infrastructure advantage the U.S. once had over the rest of the world.

According to an AEM news release those steps are as follows:

1. Focus on networks and systems.
2. Maximize use of smart technology.
3. Ensure rural-urban connectivity.
4. Expedite project delivery.
5. Provide adequate and reliable resources.

Without such action, the U.S. "is on the verge of squandering" the advantage in infrastructure Americans inherited from their grandparents and great-grandparents, the report says.

While in 2016-2017, the World Economic Forum ranked U.S. third in overall global competitiveness among nations, the forum ranked the U.S. 11th in infrastructure competitiveness.

"The gradual demotion and stagnation of the United States' world infrastructure ranking is a direct consequence of an inability to strategically act on the opportunities that people, industry, and technology present in rethinking U.S. infrastructure," the AEM report says.

China and India benefit from low labor and regulatory costs, the report notes. However, we would argue that shouldn't mean the U.S. should compromise in those areas. It may take decades to find out if poorly regulated road and bridge building in China and India will lead to disasters and require urgent and costly fixes. If there's one lesson the world learned from the Grenfell tower fire in London this June it's that lax regulations and shoddy building practices can prove deadly.

Nevertheless, smart infrastructure investments produce immediate results in the form of short-term jobs. But the greatest benefits are in the long term because they enable more efficient movement of goods and people. Time is money.

At present the U.S. spends half as much, as a percentage of GDP, on transportation infrastructure as it did during the 1960s — about 1.5 percent compared with almost 3 percent back then, the AEM report notes.

"If this investment gap is not addressed throughout the nation's infrastructure sectors by 2025, the economy is expected to lose almost \$4 trillion in GDP, resulting in a loss of 2.5 million jobs in 2025," the report states starkly, citing a 2016 infrastructure report card from the American Society of Civil Engineers.

The president and the Republican-dominated Congress would be wise to follow the AEM recommendations and get on with a comprehensive infrastructure plan. In theory, at least, it should receive bipartisan support.

Now, if it were so easy, it would have happened by now.

Concern has also been raised that China — the poster child for 21st century infrastructure development — is building so quickly that it threatens to crush the country with debt, much of it under the weight of white elephant projects. As the *New York Times* reported in June, the recent pace of building in China draws comparisons with the construction of the U.S. interstate highway system in the 1950s. "But the endless construction has also created a self-perpetuating gravy train, feeding corruption and distorting priorities," the *Times* noted.

The U.S. isn't immune to frittering money away on questionable projects. The old earmarks system was a symbol of that — even if bridges to nowhere accounted for only a tiny fraction of the federal budget.

So care must be taken that federal infrastructure money finances projects that are in the national interest and meet the objectives of making commerce more efficient.

A bigger challenge, though, will involve ensuring that projects that are built to last won't actually outlive their usefulness. How might self-driving cars and transport trucks affect traffic volumes in ways that might negate the need for eight-lane freeways? How might the hyperloop, as envisioned by Elon Musk, shift the demand for air travel?

The hyperloop might just be a pipe dream but then again, two centuries ago the idea of transcontinental railways was beyond the dreams of all but the most visionary thinkers.

For that reason, the AEM's call for "a national plan to upgrade and retrofit existing infrastructure systems with the latest in smart infrastructure technology" makes a lot of sense. But it also needs to be approached with caution. The latest and greatest technology must also itself be capable of upgrading when something better inevitably comes along.



## About our cartoonist

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

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

To see samples of Dewey's car cartoons, go to his website, [www.nelsondewey.com](http://www.nelsondewey.com).

# Prospects look bright for the mining sector

Markets are slowly trending upwards, say attendees at prospectors' convention



The Core Shack, sponsored by Barrick Gold, offers space for prospectors and geologists to meet potential investors at the annual Prospectors and Developers Association of Canada convention in Toronto this March.

STORY AND PHOTOS  
BY SAUL CHERNOS

**S**ervice trucks and their operators have long felt the pinch from slumping commodity prices. But is there light at the end of the tunnel?

North America's oil sector has been hit hard compared with other natural resources, and mining hasn't fared much better. However, cautious optimism at the 2017 convention of the Prospectors and Developers Association of Canada in Toronto this March suggests hope for better times ahead.

Canada is a haven for miners. Many companies active in the U.S. and abroad maintain head offices in Toronto and Vancouver and list on Canadian stock exchanges because the country is widely viewed as stable and friendly to resource extractors.

Mineral Mountain Resources is a classic example. Based in Vancouver, the exploration firm is actively prospecting for gold in the Black Hills of South Dakota.

"We're hoping to drill 48 holes in the next six months or so," corporate development vice-president Brad Baker told *Service Truck Magazine* while staffing his company's booth on an expansive trade floor the size of multiple football fields.

## Gold price favors prospects

"The next step will be looking at the feasibility and economics going forward," Baker said. He added that

**"Now that the price of gold has rebounded substantially from its drop the last three years or so, there's a lot more activity starting up. We anticipate that to accelerate in the next year or two."**

— Brad Baker, vice-president,  
Mineral Mountain Resources



the company anticipates it could produce gold at less than \$800 an ounce with all expenses factored in, so with gold trading at more than \$1,200 he believes the prospects for profit bode well.

Aware of oil patch woes in neighboring North Dakota and its effect on the service truck sector there, Baker is conscious of the potential impact his company's own success might have on South Dakota even though the state's natural resources have also been fairly subdued.

Mineral Mountain uses drill rigs for exploration and has contracted out its operation and maintenance to specialists. However, actual production would necessitate a broad range of heavy equipment regardless of who takes care of what.

"Now that the price of gold has rebounded substantially from its drop the last three years or so, there's a lot more activity starting up," Baker said. "We anticipate that to accelerate in the

next year or two."

Gold is one of the bright lights on the mining circuit, and Mineral Mountain isn't alone. Based in Reno, Nevada, Renaissance Gold is actively exploring properties in that state and neighbouring Utah, within a region known as the Great Basin.

"We're doing preliminary field work, surface sampling, mapping, geophysics and identifying targets for drilling," president Ron Parratt said, outlining a game plan that typically sees exploration juniors market their finds to larger companies to finance further drilling. Parratt said one large gold producer has invested money for evaluating three properties, and a large financier has agreed to invest in further exploration.

## Nevada heating up

Overall, Parratt said, the economy is "not too bad right now. I see things

*continued on page 8*

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## MINING SHOW

continued from page 7

improving, not in leaps and bounds, but we've had a couple of new deals in the last month which will be very good for our company this year."

As with Mineral Mountain, Renaissance Gold contracts out for heavy equipment. "We talk to the people running those companies all the time to find out how they're doing and what their rig availability is in the event that we need equipment for our projects," Parratt said. "Earlier this year they were saying they had a high percentage of their equipment committed to be out in the field. It's not booming, but that's an improvement over a year ago."

Nevada is a definite hot spot for mining in the U.S. Vancouver-based Nevada Copper operates a newly permitted, large scale copper mine near the town of Yerington, southeast of Reno. "We've advanced the project so there's significant infrastructure in place underground — hoist, head frame and shaft," said executive vice-president Bob McKnight. "Right now we're trying to recapitalize the company and get it ready for actual construction."

McKnight estimated production two years out and offered some sense of his company's heavy equipment plans. "For the open-pits we'll have large-scale haul trucks, drills and all the surface trucks associated with that — lube trucks, all that sort of stuff," he said, noting "some very large cranes" have already helped erect mining frames.

### Alaska another hot spot

Vancouver-based Bravada Gold has a dozen gold and silver exploration projects in Nevada, and president Joe Kizis expressed optimism.

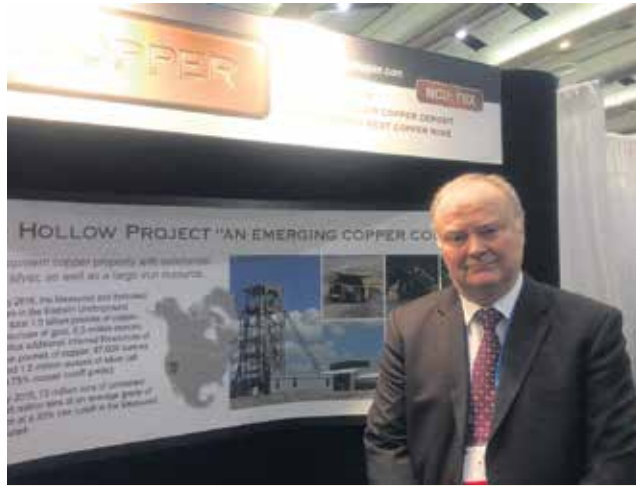
"We've just gone through a God-awful period in the downturn in the mining industry," Kizis said. "Juniors, particularly, were slaughtered because there was no risk money available."

Tending his booth, Kizis forecast a catch-up period. "Some people would say it's underway right now; other people are more conservative and say it hasn't arrived yet but is on its way. My feeling is it can't be too much farther out. After just terrible years, this year looks like it's going to be better."

Kizis said heavy equipment contractors are telling him they're getting busy. "Drill rigs in Nevada are difficult to get — they're already pretty much tied up for the main part of the season, though they can squeeze you in for small jobs."

Alaska ranks second to Nevada as a U.S. gold hot spot, according to Mélanie Hennessey, vice-president of communications with Vancouver-based NovaGold Resources, which has a couple of strong prospects in the state.

"It's a very healthy business there with eight mining operations currently ongoing with great relationships with



**"For the open-pits we'll have large-scale haul trucks, drills and all the surface trucks associated with that — lube trucks, all that sort of stuff."**

— Bob McKnight, executive vice-president, Nevada Copper

the local communities," Hennessey said.

NovaGold's Alaska activities include the Donlin Gold Project, a 40 million ounce deposit southwest of Anchorage that's held with joint venture partner Barrick Gold.

"We're about a year away from permitting," Hennessey said, adding that further studies and engineering mean at least five years before the project offers any potential for production. And that's only if the price of gold justifies the small fortune the two partners would have to spend to establish mine infrastructure and transportation access to ports.

### Cobalt moves expected

It's hard to tell what market conditions will look like in five years. But Hennessey said equipment and service providers have been hurt substantially due to the downturn in the oil sector, and mining might offer some relief.

"I think mining can help, but not to the level of where the economy was, say, five years ago," she said, adding that equipment and service providers who thrive will be those who bide the downturn wisely and look for ways to innovate.

While not as hot as Alaska or Nevada, Idaho and Montana are also attracting attention. "We're fully cashed up and about to start operations on nine different projects, to sample them and determine which will be our primary

targets," said Jason Gigliotti, a consultant to Vancouver-based Cruz Cobalt.

Gigliotti said his company foresees cobalt prices climbing multifold, as lithium prices have done in recent years due to high demand from industrial and high-tech sectors. "That (lithium) was almost exclusively predicated on electric car demand and growth almost exclusively out of China. We think cobalt's about to do the same kind of move."

Describing Montana as "kind of under-explored" for mining, Gigliotti said any success there stands to diversify the state's economy. Idaho, on the other hand, is "a very minerally charged state" with considerable activity in gold and cobalt. "It's a great state to work in, it's a lot more explored than Montana."

As commissioner of the Iron Range Resources and Rehabilitation Board, a state economic development agency, Mark Phillips staffed a booth to promote investment in his state's resource activities. "There's three iron ranges in Minnesota," Phillips said, describing strong activity in past decades.

"We've had a severe downturn in mining due to unfair steel dumping in the U.S.," Phillips said, pointing to a drop from 42 million tons of ore produced annually to less than 30 million. "We had more than 1,000 laid off out of 4,500 in direct mining, but it had a very strong impact on the indirects because there are so many vendors up in northern



**"At the tail end of the Obama administration they finally got the message and they started endorsing our trade laws, so our taconite — which is our iron ore industry in Minnesota — is just starting to recover."**

— Mark Phillips, commissioner, Iron Range Resources and Rehabilitation Board



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**MINING SHOW**

Minnesota that serve the industry, so it was devastating right down the line.”

**Iron ore recovering**

Still, Phillips said conditions seem to be improving. “At the tail end of the Obama administration they finally got the message and they started endorsing our trade laws, so our taconite — which is our iron ore industry in Minnesota — is just starting to recover.”

This year’s convention came at a propitious time for a sector with a reputation for brash, wild-west craziness, with 2016 providing no shortage of unexpected news, including the election of Donald Trump as U.S. president and the Brexit referendum vote that has the United Kingdom poised to leave the European Union.

“Mr. Trump’s doing a wonderful job,” said Donald Brown, a prospector and geologist based in Ottawa, Ont. “Every time he lies he creates uncertainty, and he lies at least once a day. This means that gold will go up incrementally with time.”

Brown, 82 and a perennial at PDAC, was hoping to persuade investors to purchase properties he holds in northwestern Ontario. “I did some deals five or six years ago but the last few years have been an absolute drought. But I’m hearing that it’s starting to ease up, that the juniors are starting to raise money.”

*Saul Chernos is a freelance writer based in Toronto.*



**“We’re doing preliminary field work, surface sampling, mapping, geophysics and identifying targets for drilling.”**

— Ron Parratt, president, Renaissance Gold

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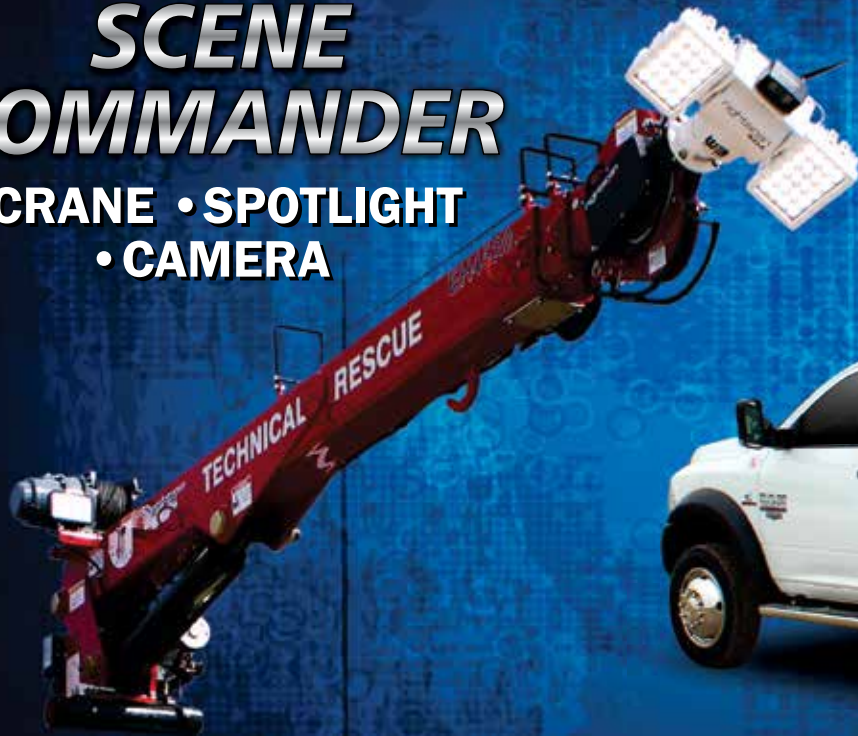


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## COVER

# How to be lean in upfitting trucks

*continued from cover*

"The main goal is to reduce non-value-added tasks in the workplace," Hanawalt said.

The Purdue organization is part of the Manufacturing Extension Partnership, a group that has operations in all 50 U.S. states, plus Puerto Rico. Specialists help manufacturers with everything from product development to expanding exports and implementing new technology.

## Watch for wasted motion

Experts like Hanawalt do a full assessment of how well a business is running its operations — which often opens manufacturers' eyes to details they'd overlooked in the daily rush to keep the company moving.

One of the biggest time and energy wasting culprits: motion. Hanawalt asks manufacturers to imagine a "spaghetti diagram" of the motions of every worker — where a line would follow them, tracing each step they take throughout the day.

"At the end of a work day or work week, review that, and try to eliminate as many steps as possible," he said.

To do that, he suggests taking a look at what might be causing unnecessary movement throughout the day. Maybe the tools used most frequently are kept on opposite sides of the shop, or the manufacturing floor layout is unorganized.

To get more organized, Hanawalt recommends using a technique he calls "point-of-view storage." It's more or less just as it sounds: moving all of the tools and materials you need for a particular task within easy view.

## Challenges of low-volume work

For manufacturers in the work truck industry, Hanawalt said the diversity of the products they make can make streamlining a more challenging process. He compared it to his previous work at the Ford Motor Company, where manufacturing products in high volume made it easier to perfect the right spaces and rhythms for the work.

For smaller companies with a wider range of products, Hanawalt suggests studying — and borrowing from — the best practices of other companies in the same industry.

"The manufacturers we typically work with a lot of times live in a very closed world," Hanawalt said. "It's pretty easy to come in and open their eyes, to show the way other people in your industry or similar industries work."

Cullen Martin, operations manager for Messer Truck Equipment in Westbrook, Maine, was a panelist for the discussion, sharing his own thoughts about what manufacturers in the industry can learn from each other.

Before Messer Truck Equipment brought him on to lead a "lean transformation" of the company, Martin spent several years running a business consulting firm — and getting an inside look at what does and doesn't work to streamline any type of operation.



Ed Hlava of the Purdue Manufacturing Partnership speaks at session on lean manufacturing at the Green Truck Summit during the 2017 Work Truck Show in Indianapolis this March.

## Define the process

"The biggest obstacle is defining the process," Martin said. "With 90 percent or more of the problems you face in the business, the wrong people have the wrong information at the wrong time and in the wrong place."

Martin focuses on administrative changes, and on changing the culture of workplaces. If your company is going to make manufacturing a quicker process, or cut down on delivery time, or make more contacts with customers or suppliers, everyone will need to be open to change.

"You have to recognize that you have a problem ... understanding that there's a better way to do things, and have ownership and management buy into the vision of becoming

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## COVER



**“The biggest obstacle is defining the process. With 90 percent or more of the problems you face in the business, the wrong people have the wrong information at the wrong time and in the wrong place.”**

— **Cullen Martin, operations manager,  
Messer Truck Equipment**

ing a world-class organization,” he said.

In many cases, that may require some outside assistance. Martin said enlisting the help of a consultant can be a good idea, so long as you’re bringing on a person with experience in going “lean” — and who is interested in your customers’ needs.

“If they don’t mention anything at all about what is valuable to the customer, and they just want to talk about organization and cleaning things up, you probably have the wrong person,” he said.

### Keep customers in mind

Martin said companies can find efficiency in their operations simply by overhauling them with the customers’ interests in mind. One example: scheduling. Martin said he’s worked with 20 or 30 truck upfitters, and most have had problems with their scheduling process.

In many cases, he said there are unnecessary steps that can be eliminated, or areas that can be standardized so that the people on both ends of the phone — or email — know what to expect.

“Getting a consistent schedule you can work to allows you to get those expectations to customers,” Martin said. “A lot of the complaints I see from customers are that the lead times are never accurate, and if you never know how long something is going to take, you can’t plan around it.”

Hanawalt tells companies to take a close look at the lead time for their products. He estimates that only about five percent of the time spent on lead time is “value-added work.”

His organization doesn’t want to dictate how to handle that five percent. Rather, “we want to reduce the 95 percent of non-value-added work,” he said.

While customers might greet delays with frustration, manufacturers sometimes fail to recognize the gaps and pauses that are contributing to that sluggish pace.

“People don’t see that in their processes,” Hanawalt said. “They don’t see stagnation. They see it as being productive waiting. But any type of waiting is nonproductive.”

### Always room for improvement

Shaking up old habits can be a challenge, especially for businesses that see themselves as well run, or have a long history of success. But Martin said even well-run businesses can find room for improvement, so long as they are willing to swap out “Band-Aid fixes” for more lasting changes.

“If the business owner doesn’t have the stomach for that, they’re going to very quickly fall into old habits,” he said.

*Erin Golden is a writer based in Minnesota.*



*Prefix Corporation has acquired the assets of UST truck body maker Product Assembly Group.*

## Company acquires body-making assets

**T**he assets of the company that makes UST aluminum truck bodies was acquired recently by Prefix Corporation.

Based in Rochester Hills, Mich., Prefix acquired the assets of Troy, Mich.-based Product Assembly Group, which built the UST bodies, said a news release from Prefix Corporation.

“The utility body products are a perfect fit within the growing production capabilities of our organization,” Prefix president Eric Zeile said in the news release.

Prefix has nearly 300 employees in four facilities in southeast Michigan. Truck body production is now underway

at the company’s Rochester Hills location, the release said.

While Prefix might be a new name to the truck world, the company has a long history in the aviation and automotive industries, the release noted.

For example, Prefix has built spacecraft for the Transformer movies as well as aircraft for other films. And the firm has created concept cars, such as the Lincoln Navigator and Chrysler Portal, developed and tested Baja race trucks, and painted every Dodge Viper for Fiat Chrysler America.

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## NEWS

## Get ready for future trucks *continued from cover*

“All vehicles are adapting across the industry,” says Schug, who participated in a panel discussion at ConExpo-Con/Agg in Las Vegas this March on the future of equipment management.

“We likely are not far from vehicles that troubleshoot themselves, remote sensors that predict what to repair based on the data they collect, and an overall expectation of zero unplanned downtime,” says Schug, whose company is headquartered in Raleigh, N.C. and has offices in Denver, Tampa, Phoenix and Houston. “In the future, trucks will be connected and serve as a tracking center; and they will likely evolve out of needing field repairs and emergency calls.”

### Need to adapt to changes

Given this move toward automation and advanced technology, fleet equipment — including service trucks — will become much more sophisticated and provide “near perfect information” on how they operate, he predicts. Therefore, he says, companies will only remain competitive in the future if they can do the following: have the best, most “fit” equipment to perform the job; eliminate equipment downtime; and demonstrate the ability to sustain ongoing operations 24 hours a day, seven days a week. And much of this will rest on the shoulders of fleet management leadership and their ability to adapt to industry changes, Schug argues.

“This future is a big shift from where we are today and puts more pressure on the equipment manager to lead what happens in the field, so the intensity and importance of the role increases,” says Schug, who has a bachelor of science degree in quantitative economics from the U.S. Military Academy at West Point and a master of science in engineering management from the University of Missouri. “If equipment managers are not already sitting at the leadership table today they should be ... and I certainly believe they will be in five years.”

Whether playing catch-up or preparing for more changes, fleet managers should take proactive steps to better position themselves (and their companies) for what lies ahead, he says.

“Learn how to collect data and enter it into an efficient system that helps inform when making difficult decisions,” says Schug, who acknowledges many people already use maintenance management systems in their decision-making.

However, he advises fleet managers to think beyond simply collecting and entering data. On that note, he emphasizes how the gathering, harvesting and analyzing of data by fleet managers can help their CEOs make good decisions.

### Recognize data's value

“You need to recognize how valuable that data is to your lifecycle costs and current operations. Equipment data will drive operations in the future,” says Schug, whose company provides management consulting and investment banking services to various industries including construction and engineering.

Given the importance of data in fleet management, Schug says it is critical for fleet managers to “stay engaged” and “plugged-in” when it comes to industry associations and vendors. By doing so, fleet managers can keep abreast of new technologies, products and/or practices, all of which can benefit their overall fleet management efforts.

“You do not want your firm to fall behind the innovation curve. At the same time, we are seeing strategy evolve from a ‘gut feel’ to a more data-driven approach,” Schug says.

According to Schug, though, a data-driven strategy in fleet management is more of a “shared understanding” developed and refined through the experiences of employees serving customers in the field.

“CEOs seldom innovate effectively,” Schug says. “The field and frontline management is the source of all great innovations; and they will be what leads our industry forward. Great firms recognize this and harness it in the development and execution of their strategy.”

*Mark Yontz is a freelance writer from Urbandale, Iowa.*



**“We likely are not far from vehicles that troubleshoot themselves, remote sensors that predict what to repair based on the data they collect, and an overall expectation of zero unplanned downtime.”**

— Jim Schug, principal and engagement manager, FMI Corporation


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## COVER

## fluid czar

continued from cover

"I want to come up with another word, but czar is clear enough for now," says Vorster, who has proposed the idea in a variety of forums, most recently at the ConExpo-Con/Agg heavy equipment trade show in Las Vegas this March. "Someone who is czar over all their assets related to fluids. We're talking about fuel, oil, coolant, diesel exhaust fluid (DEF), and also air as a fluid. If you think about all those fluids and bundle them together, you've got a very interesting job description."

### Skillset of a chemist or nurse

Vorster says the average operation will spend more money on those five fluids than they will on parts and labor. By bundling fluids responsibility together into one job title, it makes one person responsible for fluids dispensing, such as with service trucks and their operators. While it would be a very specialized job with a very specialized skillset, it does not necessarily require that the czar be a mechanic. The skillset would be much closer to that of a chemist or a nurse.

"The fluids have changed dramatically," Vorster says. "The machines we own and operate have changed dramatically. We've now got all these after-treatment devices, we've got increased pressures and temperatures. The world has changed. Perhaps you need someone with the skillsets of a nurse or a well-trained naval chief petty officer rather than — what I see in many cases running the fuel trucks and fluid trucks — a mechanic who has kind of fallen behind the times."

**"You can't run the machines of today with the tools and technologies of yesterday."**

— **Mike Vorster, president,**  
**C.E.M.P. Central Inc.**



*C.E.M.P. Central Inc. president Mike Vorster has made the case for a "fluids czar," a single staff member who would be responsible for all fuel, oil, coolant, DEF and air issues.*

### Beware of the last inches

One of the key benefits of the fluids czar would deal with what Vorster calls "the last few inches." In explaining the concept, he uses the example of a recent viral video showing a delivery driver bringing a large flat-screen TV to a house. Upon receiving no answer at the door, he proceeds to toss the television over the fence around the yard, destroying it.

"That TV had come 5,000 miles from Korea, or wherever it was made, and it was within 10 feet of where it was supposed to be but it was thrown over the yard wall and broken," Vorster says. "Well, your fuel or your oil or your coolant has come thousands of miles and has been rehandled many, many times until you put it in your service truck and finally put it in the machine. That's where we really mess up our fuels — when we take them into the service truck and from the service truck into the machine."

Vorster's main point is that we cannot run the machines of today with the tools and technologies of yesterday. It pertains particularly not only to the fluids but to the service trucks that deliver them.

"A wrench is a wrench is a wrench, but I don't think that a service truck is a service truck is a service truck anymore," Vorster says. "A workshop, the only thing that's changed in the last 30 years is the cleanliness thereof. A service bay is a service bay; the only thing that's changed is the cleanliness. The principal technology that's changed is the fluids technologies and how we manage and dispense them."



### Body maker adds New York manager

**O**ntario-based Wilcox Bodies Ltd. has hired a brand development manager to work remotely from upstate New York.

Andy deLivron brings to the job "decades of experience in the heavy equipment industry and with a recent focus on custom truck bodies," said a news release from Wilcox, which is headquartered in Milton, Ont., about 25 miles west of Toronto.

"You can continue to expect the same commitment and dedication that I have shown in the past," the release quoted deLivron, who has spent the last three years developing customer relationships in the northeastern U.S.

In his new role, deLivron will help Wilcox further develop its portfolio of regional and national accounts in the U.S.

In operation since 1962, Wilcox manufactures such products as custom service, utility, and crane bodies of steel and aluminum. The company is also a distributor for other service truck-related products, including VMAC and Vanair compressors.

Wilcox received the 2016 Business of the Year Award, for companies with 60 or more employees, from the Milton Chamber of Commerce.

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



*Andy deLivron*



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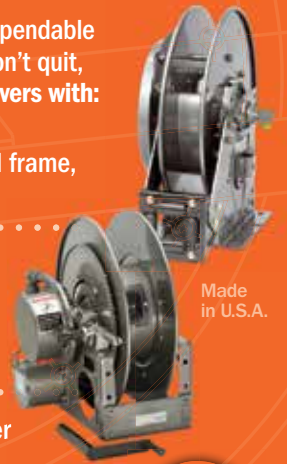
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BY DAN ANDERSON

# SPEC MY TRUCK

## Third time is the charm

### No guesses in outfitting this service truck

**A**fter putting more than 250,000 miles on a series of service trucks, 38-year-old George Everett knew what he wanted when given the chance to help spec his latest work vehicle.

He started with a 2016 Ford F550 extended cab four-wheel-drive truck, powered by a 6.7-liter Ford diesel engine ahead of a six-speed Ford automatic transmission. Over the dual-wheeled rear axle, he and his boss, Kevin Murray, owner of Columbia Fleet Services in Jessup, Maryland, ordered an enclosed Reading steel service van body.

“George wanted an extended cab so he had extra room to keep his laptop, electronic test gear and his battery-powered tools out of the weather,” Murray says. “I started our business making repairs out of a service truck, so I know how nice it is to be able to get out of the weather when you’re repairing a valve body or some other component on the side of the road. The extended cab and enclosed body have worked out so well we’ve decided that’s the way we’ll outfit all our service trucks in the future.”

One option Everett requested was that his new truck have 19.5-inch wheels.

“We’ve had trucks with 16-inch wheels, and they had all sorts of flat tires,” Everett says. “I haven’t had any problems with flats because the tires for 19.5 inch wheels are just heavier and more flat-resistant.”

Everett is sold not only on the enclosed service body, but on the accessories loaded inside.

“I used to have separate motors in my old trucks to run welders, generators and air compressors,” he says. “This time we put a Vanair (Air-N-Arc) system in the back, just behind the driver’s compartment, mounted a foot away from the wall so we’ve got room to do maintenance on it. It’s got a remote-control panel mounted at the back (of the truck) so I can start the generator, the welder, the battery charger or the StartAll without crawling in the box. We learned with other service trucks that it doesn’t work to horseshoe the exhaust pipe down through the floor, so we cut a hole in the roof over the Vanair, welded a pipe to a pipe nipple, added a rain cap and ran it out the roof.”

Experience with another brand of service body led Everett and Murray to opt for the steel Reading body.

“I don’t abuse equipment, but I pretty much destroyed the lighter-built service body on my old truck,” Everett says. “The Reading

is built heavier to begin with, reinforced in all the right places. We took it a step further. I carry 10 batteries with me all the time, and before I loaded it the first time, we had reinforcing welded under the (side) compartment where I was going to carry the batteries.”

The Vanair unit shares floor space in the center of the truck with several 30-gallon tanks that hold antifreeze, motor oil and waste oil, along with 20 gallons of diesel fuel.

“It’s surprising how many dead trucks can be fixed by putting diesel fuel in their tank,” Everett says. “But most of my work is diagnostic, or replacing alternators and stuff like that. If it’s anything really complicated, major engine or transmission work, I’ll send it to our shop and then I’ll move on to the next job.”

**“I don’t abuse equipment, but I pretty much destroyed the lighter-built service body on my old truck.”**

**— George Everett,  
Columbia Fleet Services,  
Jessup, Md.**

Those sorts of run-and-gun, roadside repairs keep Everett on the road for up to 90 hours a week. When burnout becomes a problem, or family events call his name, he takes a break.

“Kevin and Jackie (Murray) treat us mechanics great,” he says. “I never miss any of my kids’ ball games, never miss a school event. They know I’ll make up the time, and trust me to get the work done. Letting me help decide how to outfit my truck is just an example of how well they treat their employees.”

And for readers wondering how often Everett uses his truck’s four-wheel-drive option while diagnosing and repairing trucks alongside the Northeast Corridor’s busy highways ...

“I’ve never put it in four-wheel drive yet, and I’ve had it for almost a year,” he laughs. “It just worked out that it was cheaper to take the four-wheel-drive unit they had on the lot than to order a two-wheel drive.”



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

Photos courtesy of Columbia Fleet Services



Extended cab provides extra room for Everett’s laptop, electric test gear, and battery-powered tools.



Everett is sold on the enclosed Reading van body and all the accessories it can hold.

George Everett can be on the road for up to 90 hours a week.



Reinforced shelf carries 10 batteries.



Compartment encloses reels.

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Vanair Air-N-Arc has a remote-control panel mounted at the back of the truck.



View from top of Vanair Air-N-Air shows its Kohler engine (on left), which is spaced away from the front wall to allow access to the unit's drive belts.



LiquidDynamics tank stores 30 gallons of antifreeze on the left side, 30 gallons of engine oil on the right side; and there's a tank across the bottom for waste motor oil.

## FEATURE



# Lighten the load and save money

Industry experts offer advice on “lightweighting” a fleet

“It’s becoming more and more popular and more and more people are seeing the benefits of lightweighting and right-sizing their chassis.”

— Omar B. Sandlin II, vice-president of business development, Drive Products



ERIN GOLDEN

**T**here’s a good chance that many of the trucks you see rolling down the highway — and maybe even some of the trucks in your own fleet — are riding a bit lighter than they did even a few years ago.

Advances in materials technology, tighter regulations around fuel economy and a growing interest in efficiency have helped spark a surge in the market for lightweight truck components. More manufacturers are swapping out steel for alternatives like aluminum, carbon fiber and plastic composites.

According to a panel of experts who spoke at the Work Truck Show’s Green Truck Summit earlier this year in Indianapolis, more work truck buyers are making the switch — and looking for other strategies to get their fleets in top shape.

“It’s becoming more and more popular and more and more people are seeing the benefits of lightweighting and right-sizing their chassis,” said Omar B. Sandlin II, vice-president of business development for the U.S. operations of Drive Products, a Canadian truck equipment supplier. “It goes to the bottom line of the chassis, overall maintenance and the total cost of ownership — you get a lot more lifespan out of the truck.”

## Firms scramble to cut costs

Over the last decade, much of the fervor around “lightweighting” grew out of two new realities: increasingly strict environmental standards, and an economic recession that sent many companies scrambling for ways to cut costs.

Gregg Peterson, principle materials engineer at the Michigan Manufacturing Technology Center, has been exploring some of those trends in his work with Lightweight Innovations for Tomorrow, or LIFT, a government-funded agency that helps manufacturers make the transition to lighter-weight materials. He’s led studies on lightweighting strategies that have revealed major possibilities for people who want to push the envelope.

In one example, Peterson and his research team figured out they could make a vehicle a full 40 percent lighter with a comprehensive approach that went as far as eliminating paint. And while he knows most manufacturers and truck buyers aren’t willing to go that far, he said many are interested in smaller steps that will cut costs and avoid regulatory headaches.

“The reason that the NTEA (the Association for the Work Truck Industry) is looking at lightweighting is because they are now up against some fairly tough fuel economy regulations,” Peterson said. “And for every 10 percent mass reduction, you get a six to seven percent increase in fuel economy.”

## Look at “mass decompounding”

When he works with companies trying to meet those goals, Peterson encourages people to think about how changes to one part of a truck might impact savings elsewhere on the vehicle. In a truck with a boom bucket, for example, he’s looked at taking the boom out of the form of the truck to make the entire vehicle lighter — which means that other things could be smaller, like the tires. Another truck might be able to go from a tandem rear tire to a single rear tire, allowing for more trims elsewhere.

“We call it mass decompounding,” Peterson said.

In the U.S., where President Donald Trump has already taken some steps toward rolling back environmental regulations, it’s not clear if equipment manufacturers and fleet managers will face the same tight standards in the future. But Peterson said he expects that the momentum shift toward lightweighting will continue, even in a looser regulatory environment.

“Fuel economy now is one of the top reasons for a purchase decision for an automobile or light truck,” Peterson said. “Certainly in the heavy truck industry, fuel economy with the huge number of fleets out there becomes a very large economic consideration.”

Cost for products made with lightweight aluminum, or other lower-weight materials, remains higher than those made of steel. But in recent years, the gap between the older



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## FEATURE



**“Fuel economy now is one of the top reasons for a purchase decision for an automobile or light truck. Certainly in the heavy truck industry, fuel economy with the huge number of fleets out there becomes a very large economic consideration.”**

— Gregg Peterson, materials engineer, Michigan Manufacturing Technology Center

and newer products has narrowed, Sandlin said. In general, he said, aluminum now runs about 15 to 20 percent higher than steel.

### Lighter products easier to sell

That cost difference remains an issue, but Sandlin said lightweight products have become an easier sell. Echoing Peterson, he said more buyers are concerned with fuel efficiency. But in the years after the economic downturn, more were also thinking seriously about buying products with a longer lifespan.

“I don’t see (the costs) coming down ever, and they shouldn’t,” Sandlin said. “Aluminum is superior: it never rusts. Steel will rust, and aluminum will ding just like a steel body will, but it’s corrosive resistant.”

Sandlin said sometimes he wins over skeptic buyers with a challenge: just buy one truck with an aluminum body along with others made of steel. He’ll offer to take a picture of both versions on the day they are sold, and tells the buyer to compare the two types of trucks six months or a year later.

“When you look at the life expectancy of when rust is going to happen — and it will — aluminum can take that all day long,” he said.

Sandlin and other advocates of lightweighting point out other potential savings, too. Less weight on the truck means less stress on tires, brakes and transmissions. Scaling down by a full truck class can mean that those components are cheaper. And for drivers and mobile mechanics, going light can come with enhanced safety: a lighter vehicle can stop more quickly and lighter components are easier to lift and maneuver, making on-the-job injuries less likely.

### Analyze what you’re hauling

Amy Dobrikova, president of Intelligent Fleet Solutions and a board member with the Green Truck Association, said fleet managers could find similar benefits by thinking differently about how they use any type of vehicle.

One strategy: a top-to-bottom analysis of what you’re hauling around in your trucks — and getting rid of any-

thing that’s not helping to get the job done. A lightweight vehicle overloaded with tools and equipment defeats the goal of efficiency, she said.

“You don’t need every little component based on your job for the day,” she said.

Finding cost or fuel savings can also start by adjusting your approach when outfitting a new addition to your fleet. In her work with fleet managers, Dobrikova said she’s found room for improvement when it comes to balancing goals and expectations.



**“You don’t need every little component based on your job for the day.”**

— Amy Dobrikova, president, Intelligent Fleet Solutions

“It’s spec’ing (trucks) with lightweighting in mind,” she said. “A lot of times they go by the lowest price. But in reality when you look at the overall cost, you’re saving money by having a lighter-weight component.”

Lightweighting can also be a matter of using the right software. While many fleets have telematics systems in place to track speed and other performance measures, Dobrikova said companies can also consider software programs that take that data and help the driver reduce idling time, or take other automatic steps to help the truck run more efficiently.

“The lightest weight thing you can put on a vehicle is software,” she said.

Erin Golden is a writer based in Minnesota.

## Minnesota firm becomes new Pal Pro dealer

**M**innesota-based Aspen Equipment has become a distributor for Omaha Standard Palfinger’s Pal Pro mechanics trucks and PSC service cranes.

Based in Bloomington, Aspen is now an authorized sales and service provider for those products in Minnesota, Nebraska, and Iowa, said a recent news release.

“Aspen Equipment has a great reputation and is very progressive about service and quality,” the news release quoted Brian Heffron, national sales manager for Omaha Standard Palfinger, which is headquartered in Council Bluffs, Iowa.



Aspen Equipment is now an authorized distributor for Pal Pro mechanics trucks and PSC service cranes in Minnesota, Iowa, and Nebraska.

Heffron added that Aspen, which is already a distributor of Palfinger knuckboom cranes, “is also a good fit for us in the territory.”

Aspen’s roots go back to 1926. The Sill family has owned and operated the company for three generations.

“We feel that the state of the art cranes from Palfinger, combined with their forward thinking production methods and automotive quality coating processes, are critical elements to the long term success of our partnership,” the news release quoted Todd Foster, Aspen’s vice-president of sales and marketing.

Aspen’s product lines include crane/boom trucks, air compressors, and railroad equipment.

Founded in Austria in 1932, Palfinger has its North American headquarters in Niagara Falls, Ont. In 2008, Palfinger acquired Omaha Standard, which was established in 1926.

For more information on Aspen Equipment, visit <http://www.aspenequipment.com>.

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## HUMAN RESOURCES

# Skills gap is costly but solutions exist

Industry foundation releases state "playbooks" to address \$2.4 billion annual loss from the shortage of skilled technicians

KEITH NORBURY

In 2015, the Associated Equipment Distributors Foundation commissioned researchers at the College of William & Mary in Virginia to put solid numbers to anecdotal reports about shortages of skilled technical workers in the heavy equipment distribution industry.

Among the findings in that report, released in January 2016, was that each year AED members lose at least \$2.4 billion annually "because of their collective inability to fill technical jobs," foundation president Brian McGuire reiterated during a press conference earlier this year at ConExpo-Con/Agg in Las Vegas.

Subsequently, the AED Foundation went back to the William & Mary researchers to have them take a state-by-state look at measures to help AED members close the gap in their own localities.

"Basically what they did was come up with a scorecard that really talks about what can each state can do," foundation chairperson Denis Vander Molen told the press conference. "Every state operates individually in how they deal with

CTE, with career technical education. And every state takes pride in their own way of doing things."

Vander Molen, who is president of Vermeer MidSouth, is based in Mississippi, which has a governor with a technical background. In fact, Gov. Phil Bryant's father ran a service truck.

"And he fixed equipment and trucks on the road. So he knows very well the trade," Vander Molen said of the governor.

Among the programs Bryant initiated was Mississippi Works, which is highlighted in the most recent William & Mary report's state-by-state "playbook."

A handful of states have actually carved out a nice in career technical development, Vander Molen said. "But many many states fall really short," he said.

In an interview after his presentation, Vander Molen added, "Well, I wouldn't say Mississippi is doing it great but Mississippi has been for a long time very proactive with community colleges." He attributed that in part to the demographics of a culture that "just lends itself more to people that work with their hands."

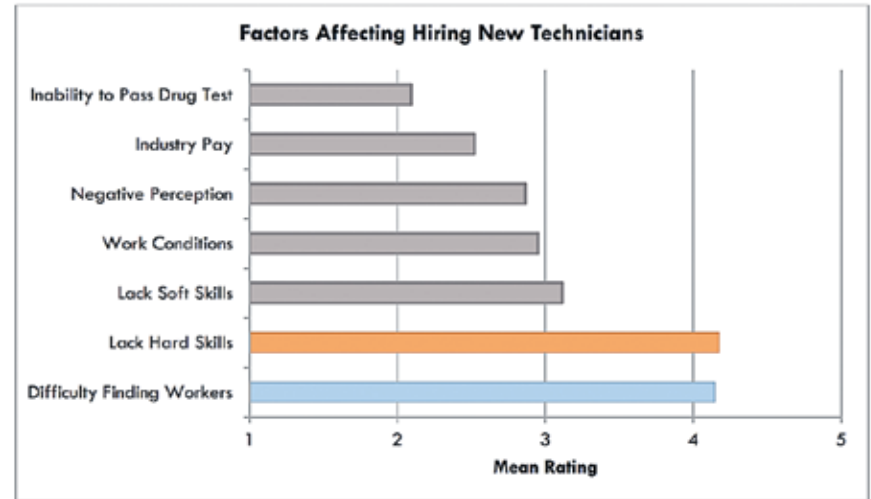


Chart in a 2016 report commissioned by the Associated Equipment Distributors Foundation shows how AED members rank factors that affect the hiring of new technicians.

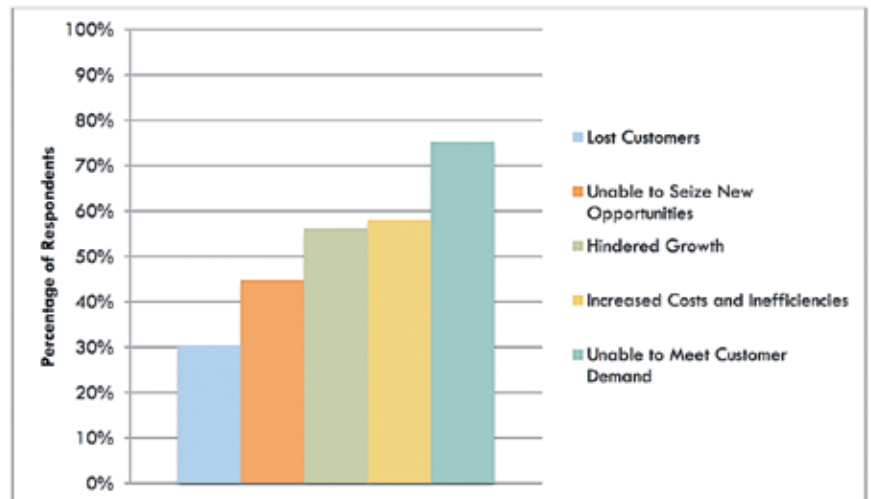


Chart from 2016 report commissioned by the Associated Equipment Distributors Foundation illustrates how the skills gap has affected AED members.



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## HUMAN RESOURCES

Photo by Keith Norbury



Brian McGuire, president and CEO of the Associated Equipment Distributors Foundation, speaks at a press conference on technical education during ConExpo-Con/Agg in Las Vegas this March.

### Each state has a "playbook"

The most recent report includes a "playbook" for each state that presents "access points" representing "excellent opportunities" for AED members to engage in career technical education initiatives.

"Opportunities include, but are not limited to, program advisory committees (which consult on various issues of CTE programs at the secondary and postsecondary levels including curriculum development and credentialing), work-based learning opportunities that allow members to access and develop new talent, workforce development programs, advocacy opportunities, and state and local initiatives aimed at improving CTE at the secondary and postsecondary levels," the report says.

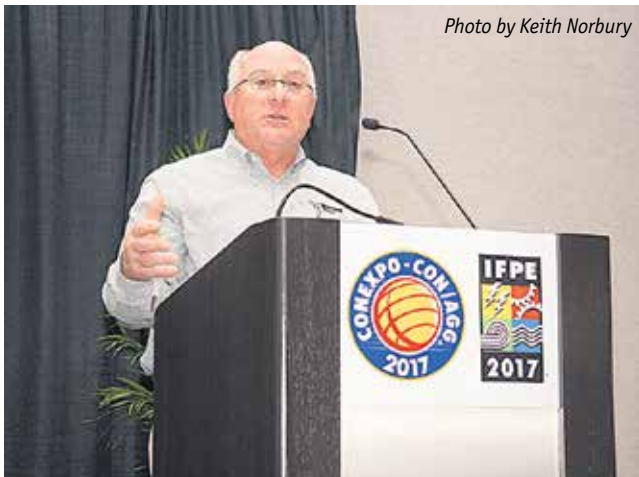
Those opportunities vary by state. For example, in Mississippi the access points include its Career Pathway Experience school-to-work transition program, program area curriculum revision teams, and work-based learning, internships, and apprenticeships.

"Governor Phil Bryant introduced the Education Works agenda to create reform initiatives to improve college and career readiness," the Mississippi playbook notes. "Mississippi Works is a program that focuses on state economic improvement through workforce development. The program works to connect employers and potential employees through career exploration tools, military to civilian workforce transition, and guides that connect college majors to career fields within the state. AED-affiliates can make use of this program by posting job openings and ensuring that there is adequate information for individuals exploring the heavy machinery technician field."

In prefacing his remarks at ConExpo, McGuire said the association "is committed to reversing the stigma and stale stereotypes in training young people and talented professionals to the construction industry."

The foundation focuses on three primary areas: accreditation in education; career promotion; and financing the research "that backs up its claims on the importance of workforce development and shares the data with legislators,

Photo by Keith Norbury



Denis Vander Molen, who chairs the Associated Equipment Distributors Foundation, discusses the foundation's recent report on dealing with the skills gap in the equipment industry.

educators, the media and stakeholders in the industry."

McGuire said that solving the crisis of the inability to fill technical jobs "will require all of us to actively engage and work on this problem."

### Skills gap quantified

After years of anecdotal reports about the problem, the AED Foundation commissioned a workforce study with researchers at William & Mary to define it in figures. That initial report cited estimates that put the overall impact of the skills gap at 9 percent of "foregone yearly earnings." For the manufacturing sector — with annual revenues exceeding \$2 trillion — that translated to \$180 billion a year in lost earnings, and a combined \$2.4 billion annually for AED members, or about \$6.1 million per member.

"I've felt the pain because we've had a hard time finding technicians," Vander Molen said. "And there's other distributors here that have seen the same thing. So I'm thankful for what the AED Foundation has done."

That first report noted that more than half of AED members surveyed agreed that "the inability to find qualified technicians hinders business growth and increases costs and inefficiencies." More than 60 percent of those surveyed

said the skills gap hampers their ability "to meet customer demand."

The 2016 William & Mary report — prepared by Danny Berg, Josh Klein, and Will Nisbet — cited various causes for the skills gap, including failures in the technical education system, "poor visibility and perception of vocational careers among youth," and retiring baby boomers. The latter phenomenon is an issue for 93 percent of manufacturing executives.

Meanwhile, the report noted, young people are being pushed toward four-year college degrees and away from vocational training tracks. "Other studies find only 37% of parents would encourage their child to pursue a technical career."

In preparing the study, the AED Foundation created a survey that it released to its 430 dealerships in the U.S. and Canada. The survey received 105 responses, representing about 24 percent of the AED membership.

Among those surveyed, 75 percent said that a skills gap exists, a result that aligned with a 2015 survey that showed 84 percent of manufacturing executives also agreed with that notion.

*continued on page 20*



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## HUMAN RESOURCES

*continued from page 19*

“Similarly, comparable percentages of manufacturing executives reported that the skills gap is affecting business (82%) when compared to AED members saying that the skills gap either hinders ability to meet demand (74%) or increases costs and inefficiencies (57%),” the 2016 AED report said.

### Skills gap factors rated

The 2015 survey of AED members asked them to rate, on a scale of 1 to 5, certain factors affecting the hiring of technicians. The surveyed members rated “lack hard skills” as the top factor, followed by “difficulty finding workers,” and “lack soft skills.”

Other factors noted were work conditions, negative perception, industry pay, and inability to pass a drug test. The latter ranked the lowest of the seven factors with an average rating of just over 2 on the scale. Lack of hard skills and difficulty finding workers each ranked over 4.

“Also notable is that factors which had been reported anecdotally to be important, namely low pay and a negative perception of the industry, appear at the bottom of the list,” the report stated.

The followup William & Mary report — by Bethany Bostron, Jesse Jordan, and Timothy Planert — that was released earlier this year also noted that in the last two decades high school CTE programs had collapsed across the country — in large part because of “difficulty of attracting qualified teachers.” From 1994 to 2004, for example, 2.7 million teachers left the field but only 2.25 million were hired to replace them. One of the difficulties in recruiting teachers is “the significant pay cut” that many professionals would have to take in order to teach full-time. (Median teacher pay was \$52,800 in 2015, the report said, citing Bureau of Labor Statistics figures.)

“One solution to this wage issue is to allow industry professionals to teach CTE courses part-time while maintaining their primary careers,” the report said.

Declining state tax revenues have also played a role. States have shifted from high school programs to more cost-effective community college programs. “The time and cost of travelling to the designated locations may disincentivize secondary student participation,” the report said.

One major source of revenue for the states is federal funding under the Carl D. Perkins Career and Technical Education Act of 2006 for states to develop CTE programs. But that act “has not yet been fully reauthorized since 2006.” As this went to press, Congress was working on a bipartisan bill to do that, according to news reports. President Donald Trump has also touted initiatives to bolster apprenticeship training while his daughter, Ivanka, has specifically praised the Perkins act, usnews.com reported in mid June.

### Lack of education costly

In the most recent William & Mary report, the researchers estimated the economic impact of CTE education on a worker. Depending on the bundle of courses and the expected average annual interest rates, workers could expect to earn from about \$20,000 more over a lifetime to nearly \$90,000 more.

Meanwhile, the report said, “An additional advanced-CTE course (non-computer) resulted in an increase in annual earnings of \$414.23 in the short-term (approximately one year following graduation) and \$507.37 in the medium-term (approximately eight years following graduation); the cost per student is approximately \$2,216.46. An additional advanced-CTE course (non-computer) resulted in an increase in annual earnings of \$414.23 in the short-term (approximately one year following graduation) and \$507.37 in the medium-term (approximately eight years following graduation) yet only cost approximately \$2,658.07.”

So how are the states doing?

The 2017 William & Mary report included a best practices scorecard as well as those career and technical education “playbooks” for each of the 50 states.

When it comes to funding, total federal Perkins grants for CTE education totalled \$1.08 billion in 2015 compared with \$66.5 billion for federal education funding overall. California, at \$120 billion, and Texas, at \$92 billion, receive the most federal money for CTE education.

From 2010 to 2015, most states experienced little or no change in their federal CTE allotment. For example, there was zero change in Alabama, Alaska, Idaho, Iowa, Kentucky, Louisiana, Mississippi, Nebraska, North Dakota, Oklahoma, Tennessee, Vermont, West Virginia, and Wyoming. Several other states posted increases of less than five percent. They included Arkansas, Connecticut, Hawaii, Indiana, Kansas, Maine, Montana, New Hampshire, Ohio, Oregon, Rhode Island, South Carolina, South Dakota, Texas, Virginia, Utah, Washington, and Wisconsin.

At the extremes, New York experienced a 17 percent increase in CTE funding from 2010 to 2015, while Nevada had a 21 percent decrease. Illinois had the second greatest increase, at 11 percent, while Maryland was third at 10 percent. Florida, at 5 percent, was the only state besides Nevada to have a decrease over the period of greater than 1 percent.

### Best practices compared

Most states follow best practices in the areas of local flexibility, academic integration, standards input, career

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## Nebraska Playbook

**RELEVANT PATHWAYS**

Nebraska only offers diesel and heavy equipment technology courses at the postsecondary level, and does not offer agricultural mechanics courses.

**RECENT FUNDING**

In both FY2015 and FY2016, Nebraska received \$6,816,893 in Perkins Basic State Grant funding.



**Access Points**

- Work-Based Learning: Nebraska Department of Education
- Workforce Development: NEWorks
- Curriculum Development: Nebraska Standards for Career Ready Practice

Recent report released in 2017 includes a “playbook” for each of the 50 states to help Associated Equipment Distributors’ members access career technical education initiatives.

services, work-based learning, relevant pathways, and professional development, the William & Mary researchers found. Where many states fall down is credentials input and performance funding, the latter in particular.

For example, every state received a “yes” grade for academic integration, and for articulation. Forty-three states also received a “yes” for local flexibility. But only 11 states rated a “yes” for performance funding. And only slightly more than half — 28 — earned a “yes” rating for credentials input.

The performance funding indicator rates states on how they use performance measures — such as enrollment numbers or how many students earn credentials — to base their CTE funding. “Given current fiscal constraints faced by states, performance funding represents an opportunity to ensure that high quality programs are receiving appropriate funding,” the report noted.

The credentials input indicator “identifies employer participation” in selecting state credentials to be used within CTE programs but not employer participation at the local level.

A recurring theme of the individual state “playbooks” is that only around half of workers have the required skills for the middle-skills jobs that make up about half of each state’s labour market.

For Florida, for example, those middle skill jobs make up 55 percent of the labor market yet only 46 percent of Floridians possess the necessary skills.

The good news is that a 10 percent increase in Floridians holding certificates or associate degrees would decrease unemployment by 50,900 and cut the numbers of those living in poverty by 135,500, according to the report.

For more information about the AED Foundation, visit <http://aedfoundation.org>.

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9 TON

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1998 KENWORTH T800; CAT C12 6 CYL (410 HP); FULLER 13 SP; AIR RIDE; A/C; ALUM WHEELS; 70K GVW. PALFINGER PK32080C KNUCKLEBOOM; 9 TON; CONT ROTATION; 24' WOOD FLATBED.

8704 \$79,500



208,967 mi.

2004 STERLING LT9500; MERCEDES MBE 4000 6 CYL (400 HP); FULLER 8LL; 58,300 GVW. PM KNUCKLEBOOM 345; RADIO REMOTES; 24' WOOD FLATBED.

8892 \$49,500



5.5 TON

51,776 mi.

2006 INTERNATIONAL 4300; DT466 6 CYL (255 HP); ALLISON 5 SP AUTO; A/C; 33K GVW. 2005 EFFER 155.11/2S KNUCKLEBOOM; 5.5 TON; 13' STEEL FLAT/UTILITY.

8898 \$99,500



23.5 TON

135,473 mi.

2004 KENWORTH T800; CAT C-12 6 CYL (430 HP); FULLER 8LL; A/C; ALUM WHEELS; 64,740 GVW. TEREX BT4792 CRANE; 23.5 TON; 102' HOOK HT; 21' WOOD FLATBED.

8896 \$129,500



26 TON

70,006 mi.

2006 MACK CV713; MACK AMI-370 6 CYL (370 HP); MACK 8 SP; A/C; 60K GVW. NATIONAL 900A CRANE; 26 TON; 157' HOOK HT; 21'6" STEEL FLATBED.

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## NEWS

## Iowa firm inks deal with North Carolina dealer

**A**n Iowa-based maker of services trucks has a new dealer in North Carolina.

Under an agreement announced in June, Lilley International has become an authorized dealer in the eastern half of North Carolina for Maintainer Corporation of Iowa's premium line of service trucks, cranes, and lube trucks.

"Lilley has a solid reputation with its customers in the truck and trailer industry," Tom Wibben, Maintainer's manager of sales and services, said in a news release announcing the agreement. "We are excited that they have decided to add Maintainer bodies to their product lineup. Lilley's commitment to customer service fits well with the Maintainer philosophy."

Lilley has been in the truck and farm machinery business since 1953, the news release noted. The dealership — which has locations in Williamston, Rocky Mount, and Gates, N.C. — features new and used Isuzu and International trucks, according to the Lilley website, [www.lilleyinternational.com](http://www.lilleyinternational.com).

Lilley International has been in business since 1953.



Maintainer's II273 combination service-lube truck is among the products heading to North Carolina.

leyinternational.com. The company also "plans to work with other chassis dealers to provide Maintainer customers with the truck that will best fit their needs," the release added.

Headquartered in Sheldon, Iowa, in the northwest corner of the state, Maintainer has been making custom-built mechanics service truck bodies, lube truck bodies, and other products since 1976. For more on Maintainer, visit [www.maintainer.com](http://www.maintainer.com).

## Equipment dealer opens branch in Colorado while celebrating grand opening at Texas location

**L**ouisiana-based H&E Equipment Services Inc. will hold a grand opening July 20 of its new branch in Beaumont, Texas.

The announcement of the grand opening of H&E's 78th branch came shortly after the company announced it had opened another new branch, its 79th, in Colorado.

The Beaumont grand opening takes place from 11 a.m. to 3 p.m. at the branch's 9,500 square foot location, 3825 Stone Oak Dr., said a news release from H&E Equipment, which is based in Baton Rouge.

The occasion will follow a trade show format of more than 20 equipment manufacturers and includes displays and demos, John Deere and NASCAR simulators, and a buffet meal from Pure Cajun Catering. Local customers wishing to attend are asked to register online at [HE-equipment.com/RSVP](http://HE-equipment.com/).

The new branch in Colorado is about 14 miles south of Fort Collins at 5874 Langley Ave. in Loveland, Colo. The 15,295 square foot branch, which encompasses two acres, will serve customers in northern Colorado, western Nebraska, and southeastern Wyoming.

The facility has a repair shop with eight pull-through bays as well as a parts warehouse, offices, and a fully fenced paved yard.

The branch specializes in aerial lifts,



H&E Equipment Services Inc. will hold a grand opening on July 20 of its new location in Beaumont, Texas.

telescopic forklifts, earthmoving, and general construction equipment from such manufacturers as Atlas Copco, Doosan, Gehl, Genie, JCB, JLG, John Deere, Lincoln, Miller, Skyjack, and Wacker.

"H&E provides the full package, including rentals, sales, parts, and service. We are equipment experts and product support specialists," the release quoted branch manager Thomas Storm. "We look forward to expanding and earning business from the construction and industrial markets in our Fort Collins territory."

H&E announced the opening of the Beaumont branch in January. That followed the opening in November of a branch in Suwanee, Ga.

Established in 1961, H&E has locations throughout the Gulf Coast, Mid-Atlantic, Intermountain, Southwest, Northwest, and West Coast regions.

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

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## Palfinger subsidiary names new president

Omaha Standard Palfinger has appointed a new president.

Jason Holt, who became president effective Jan. 2, "has made tremendous contributions to the operational objectives at Omaha Standard Palfinger since his installment in 2013," said a news release from the company.

Holt was previously the vice-president of operations.

Mark Woody, who temporarily served as president for the last year and is now Area North America's vice-president of sales, said in the release that Holt "is a strong leader and he possesses the required skills to leverage Omaha Standard Palfinger with a strong focus on the operational side of our business."

Holt will report directly to Woody and to Randy Wingenroth, Palfinger's North American vice-president.

"I am very excited to step into this role," Holt said in the release. "As president, I look forward to leading our company through its next phase, while supporting our customers with high quality products."

OSP is based in Council Bluffs, Iowa. Since 2008, it has been part of the Palfinger North America Group, which is headquartered in Niagara Falls, Ont.

Palfinger products include knuckle-boom cranes, service cranes, hoists, service and truck bodies, and Pal Pro mechanics trucks.

For more information about Palfinger, which is headquartered in Austria, visit [www.palfinger.com](http://www.palfinger.com).



Jason Holt



## CALENDAR OF EVENTS

### JULY 2017

**July 14-15, 2017**

**Expedite Expo**

Lexington Center, Lexington, Ky.

"Expedite Expo is the only trade event focusing exclusively on the expedited trucking industry."

<http://expediteexpo.com/>

**July 16-18, 2017**

**North Carolina Trucking Association**

**Annual Management Conference**

Omni Grove Park Inn, Asheville, N.C.

<http://www.nctrucking.wildapricot.org/>



*Fleet Safety Conference takes place this July in Schaumburg, Illinois.*

**July 24-26, 2017**

**Fleet Safety Conference**

Renaissance Schaumburg Convention Center Hotel

Schaumburg, Ill.

"The only conference of its kind designed specifically for fleet, risk, safety, sales, human resources and EHS professionals that offers current and expert insights and practical education on improving fleet safety."

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

**July 30-Aug. 2, 2017**

**Canadian Institute of Transportation Engineers**

**ITE Annual Meeting & Exhibit**

Sheraton Centre Toronto, Toronto, Ont.

<https://www.cite7.org/event/ite-2017-annual-meeting-exhibit/>

### AUGUST 2017

**Aug. 3-5, 2017**

**Louisiana Motor Transport Association**

**77th Annual Convention**

Sandestin Beach Hilton, Destin, Fla.

"An excellent opportunity not only to catch up on the most current industry issues but also to network with other industry representatives."

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

**Aug. 6-9, 2017**

**ASCE Pipelines Conference**

JW Marriott Phoenix Desert Ridge Resort & Spa, Phoenix, Ariz.

"Participate in the premiere conference for the pipelines engineering, utilities, and surveying industries."

<http://www.pipelinesconference.org>

**Aug. 9-11, 2017**

**Idaho Trucking Association Annual Conference**

Basque Center, Boise, Idaho

<http://www.idtrucking.org/convention.php>

**Aug. 9-12, 2017**

**National Truck & Step Van**

**Driving Championships**

Orange County Convention Center, Orlando, Fla.

"This competition has a long history – dating back to 1937 when it was known as the National Truck Rodeo."

[http://www.trucking.org/Driving\\_Championships.aspx](http://www.trucking.org/Driving_Championships.aspx)

**Aug. 10-13, 2017**

**16th Annual National Brockway Truck Show**

Downtown, Cortland, N.Y.

<http://www.brockwaytrucks.org>

**Aug. 18-19, 2017**

**27th Annual Great Salt Lake**

**Kidney Kamp Truck Show**

Thanksgiving Point, Lehi, Utah

"Truck drivers, vendors and sponsors come from all across the country to help support this 2-day show that funds the Kidney Kamp for Kids."

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

**Aug. 24-26, 2017**

**Great American Trucking Show**

Kay Bailey Hutchison Convention Center, Dallas, Texas

"The Great American Trucking Show is a trucking convention with over 500,000 feet of exhibit space that happens in Dallas in August each year."

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

### SEPTEMBER 2017

**Sept. 12-13, 2017**

**Oil Sands Trade Show & Conference**

Suncor Community Leisure Centre,

Fort McMurray, Alta.

"Spanning over 99,000 net square feet of exhibit space, the show brings industry professionals face-to-face with over 400 suppliers and services companies showcasing the newest technologies, products and services at the forefront of the oil sands industry."

<http://oilsandstradeshows.com>

**Sept. 14, 2017**

**Lift & Move USA**

Buchanan Hauling Indianapolis, Ind.

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

<http://www.liftandmoveusa.com>

**Sept. 17-19, 2017**

**Tennessee Trucking Association**

**86th Annual Convention**

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

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

**Sept. 17-19, 2017**

**Intermodal Expo**

Long Beach Convention Center, Long Beach, Calif.

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

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

**Sept. 17-20, 2017**

**Railway 2017 Interchange**

Indiana Convention Center, Indianapolis, Ind.

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

<http://railwayinterchange.org>

**Sept. 17-21, 2017**

**Commercial Vehicle Safety Alliance**

**Annual Conference & Exhibition**

Yukon Convention Centre, Whitehorse, Yukon

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

[http://www.cvsa.org/events/events\\_list\\_2015.php](http://www.cvsa.org/events/events_list_2015.php)

**Sept. 18-20, 2017**

**SAE 2017 Commercial Vehicle**

**Engineering Congress**

Crowne Plaza Chicago O'Hare & Conference Center,

Rosemont, Ill.

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

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

**Sept. 20-22, 2017**

**Specialized Carriers & Rigging Association**

**Crane & Rigging Workshop**

Sheraton Kansas City Hotel at Crown Center,

Kansas City, Mo.

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

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

**Sept. 23-29, 2017**

**National Safety Council**

**Congress & Expo**

Indiana Convention Center, Indianapolis, Ind.

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

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

**Sept. 25-30, 2017**

**North American**

**Commercial Vehicle Show**

Georgia World Congress Center, Atlanta, Ga.

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

<http://nacvshow.com>

**Sept. 26-28, 2017**

**NTEA Truck Product Conference**

Sheraton Detroit Novi Hotel, Novi, Mich.

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

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

### OCTOBER 2017

**Oct. 3-5, 2017**

**International Construction**

**& Utility Equipment Exposition**

Kentucky Exposition Center, Louisville, Ky.

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

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

**Oct. 5-7, 2017**

**Service Specialists Association**

**Convention**

Hyatt Regency Tamaya Resort & Spa,

Santa Ana Pueblo, N.M.

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

**Oct. 9-11, 2017**

**Offshore Energy Exhibition & Conference**

Amsterdam RAI Exhibition and Convention Center,

Amsterdam, The Netherlands

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

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

**Oct. 16-19, 2017**

**Lift & Load Handling Training Expo**

Orlando Marriott, Lake Mary, Fla.

"Seminars on rigging, inspector training, load charts lift planning, ground support and current regulations pertaining to mobile cranes, overhead cranes, hoist systems, aerial work platforms, lift trucks, and other assorted lift equipment and gear."

<https://www.cranesafe.com/lifting-load-handling-training-expo>

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