



Fleet Beat

Making Trucks Into tools Since 1918

Auto Truck - Fort Wayne Fleet Equipment Co. - Layton Truck Equipment Co. - Louisville Truck Equipment Co.

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Easy Access to Truck Pool Inventory

by Denny Jones, Vice President Sales & Marketing

For customers who need quick information on truck pool availability, Auto Truck has some easy-to-use tools that provide accurate information. Customers can receive weekly pool reports, or check the "live" inventory availability on **autotruck.com**.

A pool inventory report is sent out to truck chassis pool customers every week. This report is sent via fax or e-mail and is sent out under the salesman's name that is responsible for the individual account. These weekly reports keep customers informed of the available trucks, at all Auto Truck pooling locations. Our pooling locations are:

- ◆ Auto Truck- Bensenville, IL- Ford and Dodge

- ◆ Fort Wayne Fleet Equipment- Roanoke, IN- Chevrolet and GMC
- ◆ Layton Truck Equipment- Colorado Springs, CO- Chevrolet, Dodge, Ford, GMC

For more timely information, Pool listings are available at **autotruck.com** and are updated every hour. This means you always have access to the most current Truck Pool inventory available in our industry!

To help with additional detailed information, Auto Truck has implemented a system that allows its customers to pull actual truck manufacturer's chassis invoices from the **autotruck.com** website for truck pool units that are on hand. To access this invoice site you must have a

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Service and Parts with a Smile



Dan Mytnik
Inside Sales
Parts and Service
Department

If you need parts, Dan Mytnik is the guy to call. Dan is one of our Inside Salesmen for Parts at Auto Truck's Bensenville, Illinois location.

Dan's responsibilities cover parts sales for railroads, fleets, local and walk-in customers, as well as nationwide orders. He also provides technical support on parts issues for local customers, field service technicians and all the Auto Truck facilities.

Dan's career at Auto Truck began in 1998 as a mechanic in the shop. Three years later, he was offered a position in the Parts Department. He has played an intricate role in developing the department and creating the services now offered. When he started in the parts area, the department had 25 customers. Today, the department has grown to well over 500 active customers in the past three years.

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DO YOU KNOW?

Has Auto Truck Group ever done upfitting work for the United States Military?

For The Answer:

GO TO

www.autotruck.com



Introducing: Lo-Pro Ready Van

Auto Truck is pleased to offer the newly introduced Lo-Pro Ready Van for single wheel cutaway chassis. This new body is a streamlined variation of Reading's popular Ready Van, and is designed to fit in most garages.



Some of the features available on Reading's Lo-Pro Ready Van include:

- ◆ Latch-Matic keyless remote locking system
- ◆ Powder Coat paint inside and outside
- ◆ Solid sliding front access door with window
- ◆ Stainless steel locks
- ◆ Nitrogen gas struts on all vertical side compartment doors
- ◆ Factory-installed stripes and decals
- ◆ Pooched bumper (black powder coat)
- ◆ A 54" x 52 3/4" cargo opening
- ◆ Secure outside storage compartments and an enclosed workspace.
- ◆ Smooth, tapered sides, providing a clean "billboard" area for owner-applied graphics

If you would like additional information about the Lo-Pro Ready Van, talk to your Auto Truck Group Representative.

News and Notes

Congratulations to Auto Truck's **Pete Dondlinger** who was recently elected to NTEA's YEN (Young Executive Network), and appointed to the Steering Committee of that group.

Please welcome **Jeff Shreve** to his new position, supporting Sales and Marketing in the Fort Wayne Fleet Equipment office.

Say hello to **Jim Rudy**, new to Auto Truck in a sales position. Jim will be covering the southern Chicago suburbs and Milwaukee, WI.

Glad you're back! **Brett Wise** at the Auto Truck office, has recently returned to work following a medical leave.

Get to know **Carl Womble**, a new salesman for the Versalift line at Layton Truck Equipment.

Home Depot Truck Rentals Growing Like Crazy

For the third year, Louisville Truck Equipment, a division of Auto Truck Group, has been awarded the Home Depot Truck Rental upfitting business. Louisville Truck Equipment produced 450 units in 2003, while an additional 680 units have been

ordered thus far in 2004.

Home Depot is currently renting these customized work trucks at over 1,200 of its retail stores. The acquisition of these rental trucks is handled by the PHH Arval Leasing Company. Home Depot's Truck

▼ **These Home Depot Truck Rental units have become popular for contractors and consumers.**



Rentals have become popular among contractors and consumers alike, for a variety of landscaping and general hauling needs.

These units are produced at Louisville Truck Equipment's new facility, to the exact specifications of Home Depot. One of the unique features of this truck is the overload device, which keeps customers from overloading the truck with too much material. The Home Depot Truck Rental units are comprised of Ford F350 SRW C/C trucks that are upfitted with Tafco Custom LNG Aluminum bodies.

Bill Sammons, Auto Truck's Eastern Regional Fleet Sales Manager, attributes the success of this program to the teamwork between Marvin McClain and Chris Owens of Home Depot's Atlanta Campus, and the Auto Truck team.

The First CONEX Illinois Construction, Municipal & Landscape Expo

The first annual CONEX show, presented by The Illinois Road Transportation and Builders Association and Cornerstone Expositions, was held at the Donald E. Stephens Convention Center in Rosemont, IL on March 24th and 25th, and what a turnout for a new show! The CONEX was billed as one-stop shopping for the construction industry and really lived up to advance billing. Everything from backhoes, loaders, tractors, dump bodies, trailers, emergency lighting, warning devices, and personal safety gear was on display.

Attendance for the show was phenomenal, with many attendees commenting that the show was much larger than they had expected. Many Auto Truck customers from the construction

and contractor industry attended, along with a large number of Chicagoland municipalities.

Auto Truck and Northwest Ford/Sterling shared a very impressive booth, displaying a Ford F-450 with a Reading Classic II™ service body and a Kargo Master ladder rack; a Ford F-350 with a Rugby "Eliminator" dump body and a Western® PRO Ultra-Mount snow plow; and a Sterling Actera with a Pacer stake body and an IMT knuckle boom crane. With such great equipment on display, the Auto Truck/Northwest Ford booth was a very busy place to be during the show.

Auto Truck was well represented at the show with Rick Michalowski, Chicago Local Market Sales Manager; Dennis Jones, Vice President of Sales; Paul Folker, Municipal Regional Sales Representative and Jim Rudy, local market sales.

▼ Many vendors and show attendees commented on what a nice display Auto Truck had, so congratulations to Rick Michalowski, and to Jim Schaeffer from Northwest Ford/Sterling on putting together a great show! We look forward to attending next year's show and to being a part of the CONEX as it continues to grow.



Auto Truck and Fort Wayne Fleet Recognized for Excellence



▲ Auto Truck Group was honored by Reading Truck Bodies with the 2003 Excellence in Sales Award. Peter Hemperstall of Reading (center), presented the award for Auto Truck to Rick Michalowski (left), and for Fort Wayne Fleet Equipment to Denny Jones (right).

Pool Reports - continued from page 1

User ID and Password. This protects manufacturers' invoices from being freely distributed to unauthorized parties. The instant availability of truck pool invoices is a huge benefit to our fleet and dealer customers who are looking for truck pool units for their customers and immediately need a copy of the actual manufacturer's invoice to verify specifications and pricing. Please contact your sales representative to receive your User ID and Password.

In addition, if there is pool product that you would like us to stock because of your location or particular customers you have in your area, please contact your sales representative.

Parts Dept. - continued from page 1

Dan is an ASE Certified Technician in Truck and Equipment Installation & Repair, and Auxiliary Power Equipment. This background has been helpful in understanding the needs of customers. Dan feels the relationships he builds with customers is the most important aspect of his job, which involves earning trust, confidence and delivering on promises.

Dan enjoys spending his free time with his wife and two daughters. With Dad on lead guitar, the family band *Rubber Pigs* "rocks."



Fleet Beat

AUTO TRUCK - FORT WAYNE FLEET - LAYTON TRUCK - LOUISVILLE TRUCK

1200 N. Ellis Street
Bensenville, IL 60106
(630) 860-5600

13710 Lower Huntington Road
Roanoke, IN 46783
(260) 493-1800

2425 E. Platte Place
Colorado Springs, CO 80909
(800) 332-5021

405 English Station Road
Louisville, KY 40245
(260) 493-1800

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1200 N. Ellis Street
Bensenville, IL 60106

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www.autotruck.com**



SCHEDULE OF EVENTS

Auto Truck Group employees will either participate in or attend the events below:

GM Fleet Ride & Drive
Palm Springs, California
May 17-21, 2004

Auto Truck Dealer Outing--NASCAR Race
Joliet, Illinois - Chicago Motor
Speedway, July 9-11, 2004

AWPA Meeting at the Odeum
Villa Park, Illinois
May 2004

ILCA Landscape Field Days - Newark, Illinois
August 4, 2004

Illinois Road Commissioners Meeting
August 2004

HOTLINE School
Grand Junction, Colorado
May 5-12, 2004

Auto Truck Open House
Bensenville, Illinois
September 2004

Auto Truck Rail Road Days
Bensenville, Illinois
June 2004

Auto Truck Group Ford Dealer Training
Bensenville, Illinois
October 2004