

# FLEET BEAT

Making Trucks into Tools since 1918

autotruck.com

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## Louisville Truck Equipment: Renovation and Addition

by David Scheitlin, Production Manager



In 1999, Louisville Truck Equipment, a part of the Auto Truck Group, was started as a Ford Ship-Thru facility out of Clarksville, Indiana. After 3 ½ years of considerable growth, Louisville Truck Equipment moved to the Louisville Metro area just south of the Ford Kentucky Truck Plant.



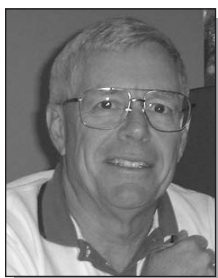
Louisville Truck Equipment is excited to inform its customers of a large renovation and building addition to its new facility. The complete renovation added over 10,000 square feet to the production area. The renovation included the gutting and refurbishing of the existing building. To improve the quality of the painting process, a new 8,400 square foot building was designed specifically to house a modified downdraft paint booth and Rhino Lining booth.



**David Scheitlin**  
Production Manager

Some additional building renovations include the addition of two electric overhead cranes. These cranes ease the installation of equipment onto the truck chassis. The parking surface has been blacktopped to reduce dirt and debris on the vehicles, and all vehicles are washed before returning them to *--continued on page 2*

## Can you hear the whistle blowing?



**Greg Haugen**  
Auto Truck's  
Railroad Expert

Greg Haugen has been "working on the railroad," for over 30 years. He is Auto Truck's chief railroad salesman. Greg has been in the railroad industry for 30 years, including his 15 with Auto Truck. With all of this experience, he finds Auto Truck to be one of the most customer oriented businesses in the railroad industry.

Greg gets involved in almost every aspect of handling a customer's order. He sees the order through the design and production processes, and monitors the customers' needs in the service and parts departments.

According to Greg, there are about 15 types of trucks that are used in the railroad industry. "Auto Truck is large and versatile, so we can handle all types of trucks for our customers," says Greg. "We have so much expertise in our people, we can handle about any special request our customers have. We are ready to build anything. We do so many things well."

Maintaining that balance of largeness vs. specialization is something Greg credits to Jim Dondlinger, the company's president. Greg says Jim is always willing to do something special to take care of his customers. *--continued on page 3*

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**Making Trucks into Tools since 1918**

**Are you ready for the snow?**

▼Dodge Ram 2500 Crew Cab 4x4 with a Western Ultra Mount Pro Snow Plow



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[autotruck.com](http://autotruck.com)**



1200 N. Ellis Street  
 Bensenville, IL 60106



**SCHEDULE OF EVENTS**

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

Northern Wyoming Lineman's Rodeo/School  
 Cody, Wyoming  
 August 2-5, 2004

AFLA Annual Meeting & Conference  
 Newport Beach, CA  
 September 8 - 11, 2004

ILCA Landscape Field Days  
 Newark, Illinois  
 August 4, 2004

APWA Western Snow and Ice Conference  
 Denver International Airport  
 September 28 - 30, 2004

Dodge Dealer Meetings  
 August 23 & 25  
 St. Charles, Illinois

Auto Truck Group Ford Dealer Training  
 Bensenville, Illinois  
 October 2004

Western Nebraska REA Lineman's Rodeo/School  
 Sydney Nebraska  
 August 30 - September 2, 2004

NTEA Work Truck Show  
 Indianapolis, Indiana  
 March 1 - 4, 2005

## Versalift available at Layton

This spring, Versalift welcomed Layton Truck Equipment as a new distributor. Layton's territory includes all of Colorado, most of Wyoming, western Kansas and western Nebraska. Layton also has factory trained service technicians and a parts inventory for servicing Versalift equipment.

Versalift is a leading manufacturer of truck mounted aerial devices and digger derricks. Call Carl Womble or Kevin White at Layton Truck Equipment to get additional information on the Versalift product line.

Phone: (719) 597-0400.



Pioneer Hi-Bred International, Inc., F450 with a Versalift Aerial

Louisville - continued from page 1

Ford traffic. These improvements are part of Louisville Truck Equipment's continuous efforts to improve the quality and efficiency of its production.

► Louisville Truck Equipment's new building houses a modified downdraft paint booth and Rhino Lining booth.



## Check Pool Truck availability on the web!

The New Model Year vehicles are now posted at [autotruck.com](http://autotruck.com). You can quickly see what is available and provide quick answers for your customers.

## Otis Elevator Streamlines Fleet Management

Auto Truck has been upfitting trucks for Otis Elevator, a division of United Technologies, for nearly 4 years.

Otis is the world's largest manufacturer of elevators, escalators, moving walks and other horizontal transportation systems. Otis manufactures products for architects, contractors, developers and homeowners.

Phil Schreiber, Otis Elevator's National Fleet manager for 3 years, has streamlined his truck ordering & upfitting procedures by working very closely with Auto Truck and PHH Arval.

Through standardizing his upfitted trucks, he has decreased his acquisition costs and has quicker overall delivery times. This also has made acquiring "emergency replacements" easier for Otis, because Auto Truck is able to inventory equipment that fits his needs.

Since these standardization measures have been so helpful, Phil is considering using the manufacturer's bailment pool program through Auto Truck for the 2005 model year.



**Fleet size:**  
3500 units, US and Canada

**Make up:**  
Sedans thru Medium Duty (450)  
F350 and above

**Typical upfitting:**  
Reading Spacemaker service trucks with Eagle lift gates.

**Phil Schreiber**  
**Fleet Manager, Otis Elevator**  
 In his spare time, Phil enjoys golfing and fishing. (That's a 30-pound Striper!)

# “Railroad Day” has become a HUGE event at Auto Truck

by Greg Haugen

The fifth annual Railroad Day Open House was held at Auto Truck on Wednesday June 23rd. The weather and attendance were great.

Railroad Day is the result of Union Pacific Railroad's Director of Track Maintenance Ed Benbow's efforts to educate his local employees through the opportunity to inspect and operate new tools and equipment. His idea developed into a mini show, which is sponsored by Union Pacific, Stanley Hydraulics, Industry Railway Suppliers, Inc., and Auto Truck Group.

Because of the positive feedback after the first show, a concerted effort was made by all four parties to expand the show. As a result, show attendance has grown from the three supply companies and about 25 railroaders in 2000, to ten supply companies and over 100 railroaders from five railroads in 2004. The last two shows have received an event announcement and coverage in *Railway Track & Structures Magazine*.

We're exploring the possibility of other railroads helping with the sponsorship to grow attendance. Increasing attendance will bring additional supply companies.



▲ This year's show, the fifth annual, was the largest and best attended. Ed Benbow is already talking about expanding it for next year.

## News and Notes

**NEW Ship Thru Codes**—The new model year is here, so be sure to visit [autotruck.com](http://autotruck.com) to see all the updated ship thru codes. Call your sales rep. if you have additional questions.

Congratulations to **Brett Wise** on his new position of Outside Sales Manager, and to **Pete Dondlinger** on his new position of Inside Sales Manager for Auto Truck's Chicago office.



▲ Auto Truck hosted customers at the Chicagoland Speedway for the NASCAR Tropicana race, July 9-11, 2004. The event started on Friday with set-up and the time trials, the Busch race was on Saturday and the Tropicana 400 was on Sunday. Auto Truck had two infield spots next to the track on turn one, right where pit road comes onto the track. Those on the RV rooftop had a spectacular view. Auto Truck is looking forward to hosting this event again next year.

**DO YOU KNOW...**

How many square feet do Auto Truck facilities occupy



For the answer:

Go To

[autotruck.com](http://autotruck.com)

*Haugen - continued from page 1*

In his spare time, this railroad guy blows his whistle on the soccer field when he referees soccer matches. His younger son still plays soccer, and helps his dad referee occasionally. A native of Minnesota, Greg hates the cold weather, and acknowledges that Chicago's is not much better. Perhaps he and his wife will retire in Palm Springs, where his daughter lives. For now he is happy to offer his advice as a taste-tester for his older son, who is enrolled in culinary arts school. Greg also enjoys golf, and it is not unusual to see him with a cigar clenched in his teeth on the golf course.