

Emission Changes Affect Work Truck Industry by Pete Taskovic

The implementation of the 2007 emissions and the introduction of Ultra Low Sulfur Diesel fuel will greatly affect our customers' initial chassis costs and operating costs. It will also greatly affect our ability to upfit and alter chassis as well.

Many OEM's have been providing seminars and training sessions at trade shows to help ease this changeover, but what really has not been fully explored is the overall affect on the work truck market.

The added weight, reduced fuel economy, limited transmission access and higher exhaust temperatures will provide challenges to the aftermarket upfitter. Due to these changes, the challenge to us will be to achieve the same if not higher productivity on these vehicles.

We will need to work more closely with our customers with regards to specifying vehicle engine sizes, chassis GVW and perhaps even driveline gearing and ratios.

New Emission Regulations equate to New Challenges for the Upfitter:

- ◆ added weight
- ◆ reduced fuel economy
- ◆ limited transmission access
- ◆ higher exhaust temperatures

How Auto Truck will address these challenges:

- ◆ improved body designs
- ◆ weight reduction methods
- ◆ fuel savings devices
- ◆ customer communication

The focus as always will be to understand the limitations and tap into the possibilities these changes offer. Auto Truck engineers are reviewing and constantly improving our product with other technologies that can help to mitigate these costs. This could be done through body design, weight reduction, education, and other fuel savings devices such as reduced idling devices. Our ability to react to these changes and communicate our abilities to the end-user will in the end make our industry more efficient and productive.

Have you seen this guy?

Kurt Unrein's career at Layton Truck Equipment began during high school. Since then, he has worked in the yard, in the shop, and even as the shop foreman. From there, he moved into sales, where he worked at the parts counter, worked as an outside salesman and inside salesman, and 18 years later, he finds himself in the role of inside sales manager.

While Kurt is a guy who can "do it all," he especially enjoys working on quotes and orders for aerial lift equipment. His job is demanding, which he summarizes good-naturedly by saying, "Everyday brings new challenges." But Kurt sincerely appreciates and enjoys the relationships he has built with many of the loyal long-time customers and dealers, and enjoys figuring out how to get it all done for them.

From working up complex quotes to shagging questions from the shop about orders, Kurt is the guy who always seems to know what is going on.

Golfing and camping are his favorite pastimes when not at work. There has also been a rumor floating around, that he is fond of M & M candy. Plain or peanut? This was not specified.

Kurt began as a part-timer, and has never left. That is a good thing for Layton Truck Equipment. He's a guy who does things the right way.



Kurt Unrein
Layton Truck Equipment
Inside Sales Manager

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Have a . . . cup o' joe *by Denny Jones*



..... The truck pool business at our Auto Truck Group locations continues to grow. We have good manufacturer pool representation at our locations using Ford, Chevrolet, Dodge and GMC. There a couple ways we communicate this pool availability to you.

One is directly from our **www.autotruck.com** website. You can review current inventory here. If you want a copy of the actual invoice for the available pool unit, we can establish a password to retrieve this information. Also, we can send you a weekly download of available pool units, which are available by fax or e-mail. Pools are a big part of our Dealer and Fleet business. *Jump in the water and get your units from the "pool"!*



Denny Jones
 VP Sales & Marketing



..... Yes, everybody is still talking about the upcoming 2007 Diesel Engine requirements. Most diesel engine users have made a decision to order their 2007 requirements in 2006, to take advantage of lower pricing and the issues that arise with 2007 diesel engine offerings. Other diesel engine users have elected to stay the course and order their diesel trucks as 2007 model year units with the new diesel engine requirements, knowing there will be increased costs and other issues. Either way, we know there will be changes in the diesel application market. For example, we know low sulfur fuel is here to stay and emission restrictions will be tightened. Did

you hear about what is happening in 2010 with even more tightening of diesel emissions? If you have not, give yourself a rest for a little while. If you are aware of the 2010 requirements, you might as well start planning your replacement model now. Bottom line, even though these 2007 and 2010 diesel emission requirements have caused lots of headaches for users, the reduction in pollution will be dramatic. Thank you diesel engine users for stepping up and making our air cleaner.



..... When you contact one of our Auto Truck Group locations, you also have access to all information on units you are running at other Auto Truck Group locations. Our Sales and Operation computer systems are all centralized. So for example, if you are talking to Fort Wayne Fleet Sales personnel regarding a unit that is being run there, they can also give you status and information on a unit being run at Layton in Colorado Springs or any other Auto Truck Group location. Having one centralized computer / information system, benefits our customer base by making it easier to deal with us when running their units at multiple Auto Truck Group locations. Let us know of any other services we can provide to you.



..... There is lots of news with the OEM group regarding early build outs, running concurrent model year trucks, new product offerings introduced early, and so on. I cannot attempt to cover all OEM news in this limited space, so please contact your truck manufacturer rep for build scheduling for upcoming models. Lots of important dates that you will need to know. _____ *continue on page 3*

Railroad Day 2006

The seventh annual Railroad Day "mini show" was held at Auto Truck on Wednesday June 21st. Thirteen supply companies and two railroads, Union Pacific Railroad and Elgin, Joliet & Eastern sponsored the event.

Industry magazine Railway Track & Structures representatives attended and will report on the show. Almost 90 railroaders attended the show to increase their knowledge about track maintenance vehicles, tools and components.

Auto Truck Group suppliers DJ Hogan, Harsco Track Technologies, Iowa Mold Tool Co., Modern Track Machinery, and Webasto participated in the show. Railway suppliers attending represented truck equipment, cranes, rail gear, financing, electric and hydraulic power tools operated from truck power sources, track fasteners, hand tools and a tree and brush-clearing contractor.

Railroad Day was the idea of Union Pacific Director of Track Maintenance Ed Benbow as a way to present his local workers with a format to observe new equipment and track components.

Layton Displays at Mountain State Ford Open House

On June 9th, Mountain State Ford had their annual open house. Layton Truck and IMT were major contributors.

Attending the show were Randy Sirko and Will Robinson from Layton Truck, Roger Orlandi from



IMT, and Dave Kjedequist from Meyer Products. Layton Truck was the only "truck equipment" dealer with a booth at the open house. Layton built and displayed four units, including a 10' Rugby Titan on a F650, a 9' Rugby Eliminator on a F350, a Knapheide KUV on a Ford LCF, and an IMT Dom I on an F550.

The open house was a great success, and the IMT demo was a big hit. Mountain State Ford has made a huge commitment to Layton Truck Equipment and IMT. As a result,

_____ *continue on page 3*

DO YOU KNOW. . .

How many service bays does Auto Truck - Bensenville offer for new upfits & repairs?



For the answer:

Go To autotruck.com

Auto Truck Invited to Exclusive GM Show

Each year General Motors Fleet and Commercial Operations hosts a week-long conference for its biggest customers. This year the event was in Nashville, TN. As part of the event, GM invites the largest Specialty Vehicle Modification partners (Up-fitters) to attend and display examples of their work.

Auto Truck has been invited to this show for many years and is one of a small group of companies that share a partnership with General Motors at this high level.

Those in attendance included the GM executives and sales groups under Brian McVeigh's FCO group. Several leasing company customers attended, including top executives from GE, ARI, PHH, Enterprise, Mike Albert, Wheels, Donlen and others. Large commercial GM and Chevrolet dealerships were also present, such as Burt Automotive from Denver and Piemonte from Chicago, as examples.

A sampling of the Fleet Managers and Fleet Executives who attended include: Qwest Communications, Xcel Energy, Sprint Communications, CSXT, Red Bull, Gates, Comcast, XTO Energy, Halliburton, Aramark Services, Penske Truck Leasing, Pilkington, and ServiceMaster.

There were two parts to the conference-- two elaborate presentations that cover GM's business and business plan and a new product presentation for future model years.

At a drive and ride, GM provided over 300 demo cars and trucks for customers to take on a short (20 minutes) and extended (several hours) test drives. This included Corvettes, Cadillac's, Hummers, Saabs, all C and K-series trucks, sedans, compacts, and full size vehicles. In addition, there was an obstacle course with professional drivers for the off-road experience.

▼ **Below:** A Sprint 2500 with a tonneau cover package was displayed at the GM show. Auto Truck Group salesmen who were at the show are pictured from left to right: Bill Sammons, Bill Carey and Denny Jones.



News and Notes

Congratulations to
Brian Herbert!

He is a new employee
in Inside Sales
at Auto Truck in Bensenville.



Cup o' joe, continued from page 2



..... Fuel prices are of major concern to all automotive users. Nobody is forecasting prices to fall back to any past levels. Also there is no doubt that alternative fuels and alternative methods to power vehicles are in the future. This will cause concern with the truck equipment industry, where we can mount this additional equipment required to power trucks. We are now very concerned with the 2007 diesel engine pollution components we will be required to "work around". We will see these trucks starting in January 2007. The future chassis profile and where OEM components are located will effect where we can mount our truck equipment. Stay tuned for these future changes. There will most definitely be new ways to power a vehicle.



..... Commodity prices continue to increase, especially stainless steel.



..... The NTEA is your industry organization if you are involved in trucks and truck equipment. It is easy to get involved. Visit www.NTEA.com and join.

Layton, continued from page 2

Layton will be installing a Dom II on an F750 for their stock in July. Mountain State Ford plans on keeping a few IMT units in stock continually, and within a year, they plan to be a major player in the crane body market in Denver and Colorado.

We would like to thank Larry McDaniel, Sales Manager with Mountain State Ford, for inviting Layton to be a part of their open house. Layton Truck Equipment also thanks Roger Orlandi and IMT for attending and sponsoring the lunch. Thanks to everyone in the Auto Truck Group who helped make this a huge success and continue to build a great relationship with Mountain State Ford.

Featured Vendor:



IMT began in 1961 as a business providing new tread designs for recapping tires. The company has grown to become the leading manufacturer and supplier of service vehicles, cranes, hydraulic loaders and air compressors for tire, mining, construction, material handling, and utility markets around the world.

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SCHEDULE OF EVENTS



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

ILCA (Illinois Landscape Contractors Association) Summer Field Day
 August 16, 2006
 At the Morton Arboretum
 Lisle, IL

Underground Focus
 Live Demonstration Expo
 August 22-24, 2006
 At Chicagoland Speedway
 Joliet, IL

GM Commercial Truck Body & Equipment Show
 September 11-13, 2006
 Dallas, TX

AREMA / REMSA Show
 September 17-19, 2006
 Louisville, Kentucky

NTEA Product Conference
 September 18-20, 2006
 At the Hyatt Regency
 Dearborn, Michigan

NAFA - Old Dominion Chapter
 Chapter Meeting
 September 21, 2006
 Glen Allen, VA

Western Snow & Ice
 Conference & Expo
 September 25-27, 2006
 Estes Park, CO.

GM NC Region - Fleet and Commercial Partners in Excellence
 2006 Seminar
 October 10-12, 2006
 Lake Geneva, WI

NAFA - Alabama Chapter
 2006 NAFA Southern Regional Conference
 October 12-14, 2006
 Orange Beach, AL

NTEA Work Truck Show
 March 6-9, 2007
 Indianapolis, Indiana