

AUTO TRUCK GROUP FLEET BEAT

Making Trucks into Tools since 1918

autotruck.com

May 2006

Volume V, Issue I

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



.....Markets we serve - Day to day the Auto Truck Group of companies are out servicing our customer base- including our Fleet customers, our Railroad partners, our Dealer and Pool customers, Local Market business, nationwide Parts customers, and Field Service repairs throughout the country. We are dedicated to these businesses and service them in many different ways. Each one of these customers is different and requires personnel that are capable of addressing the needs of each market. These are the day-to-day challenges that drive our business.



..... for our Louisville Truck Equipment Ford Ship Thru customers- Auto Truck has stepped up and added another 15,000 sq ft building and 5 acres of land to service their needs. This additional facility will be primarily used for quick turn units such as toolboxes, caps and decal projects. This facility will be a great addition to our existing Louisville facility upfit capabilities. Also, we are pursuing other property in the area for additional parking capacity. Come visit us in Louisville and take a first hand look at this new facility.



..... speaking of Louisville Truck Equipment, we are running two unique projects at the present time. One project is a Cairo Project for export to Egypt. We are

installing a compressor system for the refilling of tires that have been deflated to run with more traction on the sand. The other project is in partnership with Ford. We are building units for the Border Patrol. These vehicles are also equipped with a compressor system to inflate tires. On the Border Patrol units we are also changing out axles, rims and tires. These vehicles are totally equipped to operate in a very harsh desert environment.



Denny Jones
VP Sales & Marketing



.....starting May 1, 2006 the standard working hours for Sales coverage at all Auto Truck Group locations will 7:00AM to 5:00PM local time. The reason for the standardized hours is to benefit our customers who work with more than one Auto Truck Group location, so they will know we have the same start and end times regardless which location they call.



.....I am sure most of you have seen our recent ads enclosed in the last issue of Fleet Beat and the Auto Truck quarterly calendar mailing for a new product we are promoting called BlueHeat by Webasto. This product heats the

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Truck Equipment is Lou's Destiny

Lou Selvaggio has worked in the Truck Equipment business for 18 years and began working at Auto Truck in October 1999. Beginning in the Chicago Local Market department, he helped develop the systems to facilitate inside support for the outside sales force. Since then, Lou's role has expanded to other markets including a leading role in the chassis pool program, and local retail dealer sales. Lou has been a key player in the growth of Auto Truck, and believes Auto Truck's implementation of "Building Trucks into Tools" is second to none in the industry.

On the personal side, Lou has been married to his high school sweetheart for 16 years. He has a very large family including 17 nieces and nephews. He has many interests, including art, boating, camera operating, and sporting events. And those that know him well, know he is an avid music fan. He's played the guitar since he was seven, collects music memorabilia, has attended over 300 concerts and hundreds of local shows, and has also met many of his favorite artists.

Lou appreciates the many friendships that have developed in his years in the truck equipment business. Sometimes years will go by and he'll chat with a longtime customer, and it will put a smile on his face, as he realizes how lucky he's been to be in the same field for so long. Somehow, he is starting to believe in that word "destiny," and that "The Song Will Remain Same" for him. And it's been a good song at that.



Lou Selvaggio
Auto Truck Inside Sales

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IMT training at Auto Truck



Roger Orlandi (standing) from IMT was in Bensenville last month to conduct product training. Attending from Auto Truck (clockwise from Roger's left) were **Bill Sammons**, **Karen Harjung**, **Bill Carey**, **Eric Norman**, **Mark West**, **Jim Rudy**, **Denny Jones** and **Pete Dondlinger**.



The NEW IMT Site Star Lube body drew lots of attention in the Layton Booth at the Asphalt Show. See article on page 3.

Walsh Fleet—Consistent Reliability Across the Nation

The Walsh Group is a 106-year old, family owned business in its third generation of leadership providing general contracting, construction management and design-build services. Based in Chicago, Illinois, the company maintains a national presence within the industry through twelve regional offices. The Walsh Group provides services through the operations of two subsidiaries: Walsh Construction, with five regional offices, and Archer Western Contractors, with seven regional offices.

The Walsh Group is capable of performing all site survey, engineering

and layout, demolition, site utility, yard piping, process equipment piping and installation, excavation, concrete work and carpentry work with its own forces. The company employs over 3,000 engineers and skilled tradesman. Auto Truck provides about 90 percent of the automotive fleet for The Walsh Group. Various upfitting packages might include highway lights, tool kits, bedliners, and trailer-tow packages for light duty trucks, as well as other work packages for 450 and 650 stake beds. Many of the fleet trucks are run through the bailment pool program, but Auto Truck also handles the special orders,

like crane packages, as well. Volume has increased quite a bit in the last few years, primarily due to the bailment pool program. Stacey Orr, Assistant Fleet Administrator for The Walsh Group, says, "The bailment pool process is extremely convenient, and a tremendous cost savings for us."

Corey Stanley, the representative for Auto Truck who handles the Walsh account says, "Walsh wants standardization across their fleet. With our 'system' and our ability to build the same product in Chicago, Fort Wayne, Louisville or Colorado, our versatility and flexibility fits well with Walsh and their wide range of needs and final destinations. And all the products conform to their specs."

▼ Below Left to right: **Corey Stanley** (Auto Truck Group), **Stacey Orr** (Walsh), **Bob Barr** (Napleton Fleet Group).



Napleton Fleet Group orders the vehicles, manages reassignments, deliveries and registrations, under the direction of Rick Nicoletti, General Manager. Bob Barr, Truck Manager for Napleton Fleet Group says, "The turn-around time by Auto Truck is what makes this whole thing work. In this business where nearly every order is an exception, most of this program has become routine."

Asphalt Show and BCA Show showcase new products

Asphalt Show, Denver, CO--Layton Truck Equipment displayed seven vehicles at the Rocky Mountain Asphalt Equipment Show in Denver. The feature unit (shown on page 2) was the "new" IMT Site Star Lube body mounted on a tandem axle Sterling. Over 800 attendees and exhibitors were at the show, including many municipalities as well as private contractors involved in street paving and maintenance.

Layton Truck Equipment also displayed a Henderson multi purpose "Muni" dump/spreader body; a Versa Lift Aerial Lift, 1-ton dump body; Knapheide KUV body and a PowerBox Generator/Welder/Air Compressor unit.

News and Notes

Congratulations to **Phil Behrends** - promoted from Shop Mechanic to Inside Sales in Denver.

Layton Truck Equipment-Colorado Springs received its 19th consecutive "**Knapheide 1848 Club**" award. To qualify, a distributor must sell one more unit than the difference of the current year minus 1848. So in this case, 2005 - 1848 + 1 = 158 bodies. In addition, Layton-Denver received its first award, and Fort Wayne Fleet Equipment received its 9th award from Knapheide.

BCA Construction Trade Show, Fort Wayne, IN--The 29th BCA Construction Trade Show was held March 8th and 9th at the Allen County War Memorial Coliseum in Fort Wayne, IN. Covering 108,000 square feet of space, the BCA Show is one of Indiana's largest construction trade shows. The showcase draws residential, commercial, industrial and heavy construction industry buyers from northern Indiana, southern Michigan and northwest Ohio. The BCA Construction Trade Show is a showplace for the latest in high tech tools and equipment that are needed to get the job done.

Auto Truck Group was well represented at the show by: Dennis Jones, Vice President of Sales; Pete Dondlinger, Chicago Local Market Sales Manager; Eric Norman, Chicago Local Market Inside Sales; Mike Eaton, ATG Fleet Sales Coordinator; Tim Yaste, ATG Fleet Sales Coordinator; Jeff Shreve, ATG Fleet Sales Coordinator and Jeff Mower, ATG Production Coordinator.



▲ Above: Left to right: Pete Dondlinger, Jeff Mower and Jeff Shreve at the BCA show, Fort Wayne, Indiana.

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vehicle's engine and interior, and defrosts the windshield without running the truck's engine. Because BlueHeat eliminates the need to idle for heat, you benefit from fuel savings, less engine wear, and reduced harmful exhaust emissions. The BlueHeat unit will burn about 4 oz./hour while a truck idling burns 1.25 to 1.5 gals./hour. What a savings for the customer and for the air we breath! This product is available on our Chevrolet, Dodge, Ford and GMC ship through programs at Fort Wayne and Louisville. BlueHeat won the Editor's Choice Award from *Popular Mechanics* and the MVP Award from *Fleet Owner* magazine, and has most recently been featured on Car and Driver Radio and Sam's Garage radio programs. Give us a call to discuss BlueHeat for your fleet.



.....Lead times on equipment are sneaking out again. The increased

leadtime for equipment is a result of some manufacturers delays in receiving raw materials to build the products we supply as well as a robust economy with high demands from users. If the economy continues to grow, we will see these lead times increase. A solution is to project your fleet equipment requirements further out than maybe you would normally plan.



.....Our Fleet and Railroad team members will be displaying in May at the NAFA show in Orlando and in Nashville for the GM Fleet Show; we will

be at REMSA (Rail Road show) in September, and other conferences, meetings and shows throughout the US. Please stop and say hello. We would really enjoy seeing you.



..... are you involved with the National Truck Equipment Association (NTEA) either as a distributor, manufacturer or associate member? If not, you might want to consider membership. The NTEA is an organization that represents all of us involved in the commercial truck, truck equipment and trailer industry.

DO YOU KNOW...
How many full time people do the Auto Truck Group companies employ?



For the answer:

Go To autotruck.com

Pool Trucks?

Check availability on the web!

autotruck.com

Making Trucks into Tools since 1918

Rugby Versa Rack Bodies... incredibly versatile!



▲ Rugby Versa Rack bodies--an awesome product for a variety of applications! Offered with or without an electric hoist. Available in a variety of lengths. Landscapers, Construction Contractors, and Roofers have welcomed it into the market.



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SCHEDULE OF EVENTS



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

- | | | |
|--|--|--|
| MESA Hot Line School,
May 1-11, 2006
Grand Junction, Colorado | General Motors Fleet and
Commercial Conference
May 8, 2006
Nashville, Tennessee | ILCA Show
August 16, 2006
Lisle, IL |
| Chicagoland Chevy Truck Club
May 11, 2006 | 2006 Chicago Metro APWA Expo
May 17-18, 2006
At the Odeum, Villa Park, Illinois | AREMA / REMSA Show
September 17-19, 2006
Louisville, Kentucky |
| Chicago Ford Truck Club
May 9, June 13,
and Golf Outing, June 25, 2006 | Cable Tech Show
June 20-23, 2006
Denver, Colorado | NTEA Product Conference
September 19-20, 2006
At the Hyatt Regency
Dearborn, Michigan |
| NAFA 2006 Fleet Management
Institute
& Law Enforcement Conference
May 6-9, 2006
Orlando, Florida | Auto Truck Railroad Day
June 21, 2006
At Auto Truck, Bensenville, IL | NTEA Work Truck Show
March 6-9, 2007
Indianapolis, Indiana |