

# AUTO TRUCK GROUP FLEET BEAT

Making Trucks into Tools since 1918

autotruck.com

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## Auto Truck Companies Earn MVP Status *by Denny Jones*

The National Truck Equipment Association (NTEA) has undertaken a strong initiative to improve the education, awareness and overall professionalism of its membership by introducing two new member programs: the Member Verification Program (MVP) and the Sales, Productivity, Earnings and Quality (SPEQ) Plan Manual.



The National Truck Equipment Association (NTEA) has developed the Member Verification Program (MVP) to distinguish companies who meet high quality and certain regulatory standards.

SPEQ Plan Manual and its highlights. In this newsletter, I wanted to bring to your attention the benefits of the MVP program and the Auto Truck Group of companies' involvement.

MVP is a verification program whereby NTEA members demonstrate that they have met certain requirements as

outlined in program criteria. For example, participating NTEA Distributor members must demonstrate that they:

According to Jim Carney, NTEA executive director, these new programs are two of the most aggressive undertakings he has been involved with in his 29 years at the NTEA.

In future issues of Fleet Beat, I will address the

1. Are registered with the National Highway Traffic Safety Administration to alter or modify vehicles
2. Certify vehicles according to Federal Motor Vehicle Safety Standards
3. Carry a minimum of \$1 million of liability insurance
4. Employ at least one (1) employee certified by the National Institute for Automotive Service Excellence (ASE)
5. Have a quality program in place.

All of the Auto Truck Group of companies have applied for MVP approval and I am pleased to announce that all of our companies have passed the verification process.

The MVP process is a strong indicator that the truck equipment industry and companies like the Auto Truck Group are committed to just getting it done when it comes to meeting the process requirements of our customers. Congratulations to Auto Truck Group for being awarded MVP status.



**Denny Jones**  
VP Sales & Marketing

## Layton snags a top notch guy

Randy Sirko is one of the newer guys at Layton Truck Equipment, but is no rookie. This veteran to the truck equipment business brings 30+ years experience to the job. Randy began in the Layton Sales Department last September, and oversees the retail and municipal activities for Layton's Colorado Springs and Denver facilities.

Prior to joining Auto Truck Group, Randy's career began in 1973 in operations at a company in Minneapolis. Then in 1987, he took the sales manager position at another company and moved to Kentucky.

At Layton, he works with customers from the office, on the road and at industry trade shows. He also provides support to Layton's outside salesmen in any way he can. He sees great potential for developing the IMT and Versalift product lines, as well as the pool truck program. He will also concentrate on increasing overall customer satisfaction ratings.

In his leisure time, Randy, his wife and sons, ages 10 and 12, have enjoyed exploring the natural splendor of Colorado. He claims not to "play" golf, but hacks around the course a bit. He collects US Commemorative Stamps and has an extensive collection of antique American Flyer S-gauge model train components.



**Randy Sirko**  
Sales Manager  
Layton Truck Equipment

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# A spectacular show!

## GM Fleet Commercial Product Review

By Bill Sammons

Strong storms knocked out the power three times in the opening session, but the rest of the week's events were flawless. The 2006 General Motors Fleet and Commercial Product Preview show featured great products, wonderful special activities and an invaluable opportunity to build relationships with GM's key people.

The 2006 Model Ride and Drive show was held at the Grand American Hotel, in Salt Lake City, Utah, from May 16th to the 20th. Attending from the Auto Truck Fleet Sales Group were Dennis Jones, Bill Carey & Bill Sammons.

The trucks and equipment were on display adjoining the hotel. Attendees had the opportunity to drive 2500HD and 3500HD pickups, and other trucks up to and including the 5500 Series. Also available were some of the more exotics, like the Chevy SSR, Corvette Convertible and H3 Hummer.

The Auto Truck Group had on display a 2005 GM 5500 4x4 w/ IMT - Dominator I, 11" Service Body, as well as an IMT 3820, 38,000# crane and IMT DA435 HA hydraulic compressor. This was not your typical truck shown and was a big hit with the commercial truck people.



**Bill Sammons**  
 Auto Truck Group  
 Regional Fleet  
 Sales Manager  
 Eastern US Region



Some of the additional activities included golf, Olympic facility tours, spa visits, dinners, and a visit to the Utah Olympic Park. At the Park we were treated to an awesome display of talent, athleticism and extreme action by the "Flying Ace All Stars". The "All Stars" are a group of skiers from our current & former Olympic, World Cup & X-Games Teams.

This GM Event was also an awesome opportunity to meet and talk with GM VIP's Brian McVeigh,

general manager, GM Fleet & Commercial Operations, and Bob Lutz, Vice Chairman, GM. We also met with GM regional representatives, technical people, leasing company representatives and the Top National Fleet managers.

Events like this are rare and fortunately Auto Truck has been invited to participate again next year in Nashville. It was truly a team effort in providing a demonstrator unit this year and the fleet group appreciates everyone's efforts in making this another successful event.

## The Ultimate Rolling Workstation

Pason Systems Inc. Field Technician Vehicles By Charlie Mason



**Charlie Mason**  
 Fleet Sales  
 Layton Truck Equipment

**Pason Systems Inc.** is the world's largest provider of rental oilfield instrumentation systems that are designed and manufactured for use on land-based drill rigs.

Pason Systems Inc. is an industrial technology company that provides design, manufacturing and rental of specialized drilling

instrumentation systems. Pason's products and services involve the collection of data at the wellsite, and reliable systems of organizing and reporting the information for management purposes. These innovative solutions give Pason a competitive advantage in meeting the challenges of the drilling site.

For the last eight years, **Layton Truck Equipment** has helped Pason reach this pinnacle by building truck/workstations to complete on-site tasks. By adding a person, a telephone and computer, this truck is the ultimate rolling workstation for Pason's field technicians.

Layton/Colorado Springs and Denver install a combination steel utility body, with an aluminum canopy roof to keep the weight down. Much of Pason's work is at night, so the trucks utilize rope type LED lighting in the canopy and compartments. Special holders are installed on the sides of the canopy to hold up to 12 probes. Each truck is completed with a 115v inverter and a computer workstation mounted in the cab.

Layton does work for other companies in the oil field sector, but the Pason trucks are distinctive. Layton also does smaller work packages for Pason's Geophysical division.



▲ Left to Right: Bill Carey, Bill Sammons and Denny Jones of Auto Truck attended the GM Fleet and Commercial Show.

**DO YOU KNOW...** ?  
 How many major Railroad businesses in North America are Auto Truck customers?  
 For the answer: **Go To [autotruck.com](http://autotruck.com)**

## 2005 RR Day Largest Ever by Greg Haugen

The sixth annual Railroad Day "mini show" was held at Auto Truck on Wednesday June 8th. Fifteen supply companies and the Union Pacific Railroad sponsored the event that was our largest open house / show yet. Industry magazine Railway Track & Structures representatives attended and will report on the show. More than 100 local railroaders attended the show to increase their knowledge about track maintenance vehicles and tools.



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

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



▲ More than 100 retailers gathered at Auto Truck's sixth annual Railroad Day Event.

Auto Truck customers Union Pacific and GE Commercial Finance also helped sponsor the event.

The original Railroad Day was the idea of Union Pacific Director of Track Maintenance Ed Benbow. Ed's purpose was to allow his local work forces an opportunity to learn about current tools and equipment that are normally shown at the large bi-annual Railway Engineering Manufacturer's Suppliers Association show.

## News and Notes

*Congratulations to:*

**Fort Wayne Fleet Equipment**, named to "TOP 10" of *GM Bailment Pools*.

**Layton Truck Equipment**, received the Colorado Department of Transportation (CDOT) award for *Class 8 Snow & Ice Equipment*.

**Sarah Pritzl**, promotion to Inside Sales for local market support, Layton Colorado Springs.

**Jeff Hayes**, the new Manager at Auto Truck Parts & Accessories Store, Aurora, IL.

**Dan Mytnik**, promotion to Parts & Service Manager, Auto Truck, Bensenville, IL.

**Jeff Schmidt**, new to Parts & Service Sales, Auto Truck, Bensenville, IL.

**Tom McMahon**, promotion to Field Service Manager/Hub & Spoke, Auto Truck, Bensenville, IL.

**Mike Froh**, new Buyer at Auto Truck, Bensenville, IL.

**Jeff Mower**, new Production Control Manager, Fort Wayne Fleet Equipment, Fort Wayne, IN.

► Layton Truck Equipment worked closely with Pason to develop a workstation to meet the unique demands of the field technicians' role.  
 (see article on page 2)



**Making Trucks into Tools since 1918**

## ***We Have Great Solutions for Landscapers!***



▲ Reading Platform Bodies are built with premium materials, superb craftsmanship and bodies so tough, they are backed by a 3-year limited warranty. Many platform and side options are available. Shown on a Ford Chassis.



1200 N. Ellis Street  
Bensenville, IL 60106



### **SCHEDULE OF EVENTS**

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

Cody Hotline School - featuring VersaLift Products  
August 1-4, 2005  
Cody, Wyoming

NREA Hotline Expo - featuring VersaLift Products  
August 30 - September 1, 2005  
Sidney, Nebraska

NTEA Product Conference  
September 19-20, 2005  
Dearborn, Michigan

Western Snow & Ice Expo  
Featuring plows, sanders, hydraulic systems & dumps  
September 27-29, 2005  
Estes Park, CO

ProGreen Expo - Landscape/Dump Body  
January 25-27, 2006  
Denver, CO

NTEA Work Truck Show  
March 1-3, 2006  
Atlanta, Georgia