

TRAILER BODY BUILDERS®

REACHING MANUFACTURING & DISTRIBUTING EXECUTIVES
August 2018

TBEI/Crysteel

New leadership sticks to plan

FMI: Innovating before innovation was cool

**Solar for trailers?
NACFE analysis**



EZ STAK adds van body interior packages

EZ STAK, a manufacturer of commercial vehicle storage systems, recently added four pre-configured van body interior packages to its product line.

The company made the packages available through up-fitters and OEMs across the United States, making it easier for the end user to select an interior workspace and have it completely upfitted and ready to go at the point of sale, eliminating the responsibility of designing and spec'ing the interior space.

"We value how essential time is to our customers," said Paul Lawrenson, EZ STAK's director of business development. "We've paid attention to the designs most frequently requested by our customers and turned it into four pre-configured layouts, which enables us to get the finished vehicle to our customers even faster."

See www.ezstak.com for more information.

Phillips offers swinger gladhand option

Phillips Industries recently combined the AIR-DEFENSE System with a swinger gladhand in its new AIR-DEFENSE Swinger System. The company says the new system is the "next generation" of in-line air brake system filtration products, offering increased protection for commercial vehicles.

Obstructed air lines have the potential to cause dangerous safety hazards and expensive, time-consuming repairs. The original AIR-DEFENSE System with replaceable Quick-Change Cartridge was created to keep the trailer air line brake system free of debris obstruction. It is comprised of two components, the anodized housing and one-piece screw-in filter with an easy-to-see service indicator.

The Quick-Change Cartridge features a bypass mode that ensures complete airflow, even when the filter is full. A non-resettable red indicator on the bottom of the cartridge pops out as notification for replacement.

The new AIR-DEFENSE Swinger System combines this same technology with that of a swinger gladhand. The swinger gladhand swivels 180 degrees side-to-side, keeping air lines kink-free during use, and when not in use automatically returns to the seal to protect the air lines.

The AIR-DEFENSE Swinger System, which is designed to reduce downtime and maintenance costs, is available with one of these gladhand options: straight service, straight emergency, QWIK-E or the swinger arm without a gladhand for customization. Installation of the entire swinger system is as simple as installing a standard swinger gladhand.

See www.phillipsind.com for further details.

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Stuart Tank Sales Corp., serving the transportation industry for over 60 years is seeking qualified candidates for the position of parts department manager/inside parts salesman. Highly qualified candidates will have experience in the tank trailer parts industry, management experience, excellent communication skills and customer service experience.

Stuart Tank Sales offers a competitive salary, and a comprehensive benefits package that includes health insurance, dental insurance, profit sharing retirement program, paid vacation, and holidays. Interested candidates should submit resume to: Stuart Tank Sales Corp.

ATTN: Human Resources
 PO Box 558
 940 East Geneva St
 Elkhorn, WI 53121
hr@stuarttank.com

PetersonPULSE brings trailers up to speed

Peterson thinks it's time that fleet trailers got as smart as today's high-tech trucks, so it has introduced its patented PetersonPULSE intelligent trailer system.

PULSE is a trailer solution that brings CAN-Bus technology and telematic capability to trailers. Engineered specifically for fleet trailers, PULSE not only controls and detects real-time status of vital trailer systems—lights, ABS brakes, tire pressure, cargo temperature, and more—but also alerts drivers and fleet managers via Bluetooth and cellular communications.

Cory Adams, Peterson's director of engineering, said, "PULSE brings trailers up to speed with today's smartest trucks. By signaling trailer issues as they happen, PULSE enhances the safety of driver and cargo, and helps avoid road incidents, CSA violations and costly fines."

Peterson developed PULSE in partnership with industry leaders in TPMS/ABS and telematic technology. The system features Peterson's LumenX LED lighting package and the harness-building expertise of the company's Maxi-Seal division.

PetersonPULSE is engineered to CAN-Bus specifications, with high-speed, twisted-pair communication wires and sensors installed throughout the trailer. All components are fully sealed, vibration-tested and built for long life.

The PULSE cabling links front and rear control modules, system sensors, and communication components—just like computers in a network. "It's like an information superhighway," Adams said. "Whether a trailer is parked or underway, PULSE enables real-time monitoring of all trailer systems—anytime, anywhere. There's even a backup battery to power the system whether or not the trailer is connected to the tractor."

With a mobile device, a driver can do pre-trip walk-around inspections to check for issues with any trailer system. On the road, PULSE's trailer intelligence detects any issues and sends alerts via Bluetooth to the driver's smartphone or tablet. Alerts can also be sent to fleet managers via a cellular network.

For more information, go to www.pmlights.com.

Truck-Lite Company adds ROADMAX LED headlight system to its line of products

Truck-Lite Company LLC, a provider of heavy-duty lighting, mirror, telematics and visibility systems, has added the ROADMAX headlight system to its line of custom LED headlight products.

This custom LED headlight system for the medium-duty market is now available as a factory-installed option on new Freightliner M2 models 106 and 112 and the Thomas Built C2 bus, as well as for retrofit on previous generations.

Truck-Lite says it developed the technology that was used for custom headlights in Class 8 trucks and adapted it for short-haul applications.

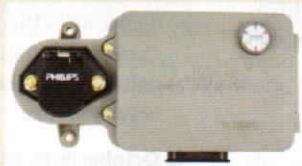
"Truck-Lite brought the first LED headlights to market in 2007, followed by the first custom LED headlight system for heavy-duty truck platforms," said Paul Sniegocki, vice-president of research and development for Truck-Lite. "We're proud to continue this tradition by expanding into the medium-duty market."

Truck-Lite's LED headlights offer improved driver visibility by using a state-of-the-art beam pattern and producing a color

QWIK-CHECK confirms power connection

Phillips Industries has introduced the QWIK-CHECK, developed for quick and easy confirmation of power within the seven-way connection between the tractor and trailer. Designed for integration into the electrical system of the nosebox, it eliminates the immediate need for a continuity tester, visually confirming an electrical signal from the tractor to the trailer.

With the tractor turned on, and power supplied to the seven-way connection, the color-coded LED lights of the



QWIK-CHECK will illuminate as each circuit receives power. Each light is an indication that power to the correlating circuit is reaching the seven-way connection.

If a light does not come on,

it indicates that there is a problem with the associated circuit and further investigation is warranted.

QWIK-CHECK is currently offered for universal installation on any nosebox, or as a readily available replacement for units already installed on the i-BOX or VOLT-BOX noseboxes. The universal unit comes with 12-inch blunt-cut wires and ring terminals to customize installation.

Visit www.phillipsind.com for more details.

Daimler chooses Phillips for truck cables

Phillips Industries, a provider of heavy-duty electrical and air brake components, has been chosen by Daimler AG to provide electrical/trailer cables for its Mercedes-Benz trucks in Europe. Phillips says it was the first cable manufacturer to develop the coiled assembly in the United States, which has now become the industry standard. Its coiled electrical cables have excellent recoil memory, are chemical- and abrasion-resistant and are designed to perform in varied temperatures. Phillips says its products are currently specified on 100% of Class 8 trucks built in the United States.

Visit www.phillipsind.com to learn more.

temperature identical to that of sunlight, leading to enhanced object recognition at night and increased visibility by day. In addition to reducing eyestrain for drivers, Truck-Lite's LED beam pattern increases reach while reducing potential glare to oncoming traffic. Coupled with Truck-Lite's exclusive Diamond Shell 2.0 lens coating, the hazing and crazing that plague typical headlight lenses are virtually nonexistent. Eliminating the need for buffing and polishing can ultimately boost a fleet's bottom line over the life of a truck.

The ROADMAX system is rated for 30,000 hours compared with a typical halogen system's rating of 1,000 hours. Light output of a halogen bulb can decrease by as much as 25% in the first 100 hours of use, while ROADMAX LED headlights may experience only a 7% drop in output over 25,000 hours. Finally, the ROADMAX system exerts far less draw on a vehicle's electrical system, freeing up power for other energy-hungry devices.

Additional information can be found at www.truck-lite.com or by calling Truck-Lite customer service at 800-562-5012.