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June 2019



TTMA Convention Report Issue

Coverage begins on page 20

**TTMA Chairmen
Wahlin and Smith**

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and the motors that drive the beams are shielded by steel bars and covers.

AutoDeck can cycle up to 50 times on one battery charge, the company said, but in the absence of power, beams can be disengaged from the drive mechanism and operated manually, so the system always is available.

"AutoDeck is the future of decking systems and will allow freight to be loaded faster, easier, safer and with less damage than ever before," Ancra said.

Retract-a-Roll 4 is billed as easier to use and maintain. Features include:

- High-strength, 11-gauge stamped interlocking steel-top plates with galvanized finish to fight corrosion
- Plates are easy to remove
- Dual-skate wheel design with smaller opening in top plate, helping prevent debris from entering and puncturing the air bag, and lowering maintenance cost and downtime

"Ancra's pneumatic roller floor systems are powered by the existing air supply from your truck and trailer, built to take abuse of forklifts and instantly convert back to a smooth-floored trailer for general freight operations," Ancra maintained.

Visit ancracargo.com.

PCT's TrailerNet connects multiple sensors

Everywhere he goes, Rob Phillips, CEO of Phillips Connect Technologies (PCT), hears the same question—Does the trucking industry really need another telematics provider?

He says the answer is yes, but with a connected twist.

"There are tons of great suppliers ...

who've got some really great technology that is absolutely going to make a positive impact on uptime, safety and driver turnover," Phillips said. "All these great

technologies are out there, but the problem is, for every connected product you add to your trailer, you've got a separate device and separate

subscription, and it's as if you have to buy a new iPhone for every app you want to run.

"So, TrailerNet by PCT solves this problem by bringing all the new technologies that are being developed onto one single platform."

TrailerNet is one of three transportation technology platforms, including ChassisNet and ContainerNet, PCT introduced in March that are designed to communicate and integrate into one master channel all information about components, activity and conditions fleets need to make sound decisions.

The TrailerNet system monitors all sensors, PCT said, including those for door open/closed, cargo detection, tire

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Rob Phillips
PCT

TTMA: New trailer products, services...

inflation, tire pressure monitoring, ABS monitoring, brake stroke sensor/sensing, and light-out detection.

It's also engineered with a pre-check, pre-trip function that allows fleets to ping the health of all sensors on an asset before it's picked up.

"Fleet managers can monitor a multitude of factors on each asset and make decisions in real time," the company said in its video presentation to TTMA members at the association's annual convention in Bonita Springs, Florida. "Owners can now check in remotely and look at analytics or check the status of their inventories on command. (And) with predictive maintenance or smart reporting, drivers can get alerts and be given instructions on where to find replacement parts before the parts fail."

In one example of the system's potential benefits, a trailer is going downhill on a 6% decline, wheel bearings are showing signs of increased vibration, thanks to Hendrickson's hub unit, PSI's automatic tire inflation system pumped air into the same tire twice in the last 8 minutes, and the TSE brake stroke indicator is showing signs of brake wear.

"This clearly points to a wheel-off incident about to happen," PCT said. "But how would the driver be aware of these indicators when he would need all three apps working simultaneously, but independent of one another? The hope is, by having all indicators flow through one source, one cellular transmitter, and, more importantly, one data plan, events like these can be detected before anything turns critical.

"With PCT's patented technologies, that can combine with virtually all of the top suppliers' connected-product sensors through an open platform, they can now look at the trailer—the entire trailer—as one system, allowing drivers and fleet managers to see faults occurring in real time. And with complex analytics, they can pinpoint the severity of a situation and truly avoid a potentially tragic incident."

Visit phillips-connect.com for more information.



Members of the Associates leadership are Chris Walther, Walther Engineering and Mfg; John Carr, HAVCO Wood Products LLC; and Chuck Oakes, Whiting Door Mfg Corp.

Grote reveals 'hidden history' of its products in comical presentation

Most suppliers used their presentation time during the annual TTMA convention to promote their products.

Grote Industries took a different approach, instead seeking to endear its business with trailer manufacturers through a tongue-in-cheek review of its long history of

innovation. The video prompted TTMA Chairman John Carr to declare afterward that Ken Bode, the director of OEM sales for Grote who introduced the comical clip, soon would be flying to New York to host Saturday Night Live.

"Hopefully you'll find the video ... enlightening, shall we say?" Bode joked.

The video, supposedly funded, in part, by the law offices of "Dewey, Cheatem & Howe," purported that Grote, and most of its products, are recognized by truck-

ers and non-truckers world-wide, but there's also a "secret history of Grote's more hidden products."

"Now we pull back the curtain to reveal the connections from past rumor to present reality—Grote electrical accessories, the 'stuff of legend,'" said the company, which recently celebrated 118 years in business.

"What the hell is that?"

Dr. Aaron DeTires supposedly discovered a pouch of Grote grommets in a Pharaoh's tomb. Why would "one of the finest items for protecting wires from chaffing" be necessary for a journey to the afterlife? That's a mystery for the ages.

"A gladhand'll get you in"

Gladhands first appeared in illicit speakeasies in the Roaring 20s, according to the video, and truckers used them for a quick release, and soon "they were the point of entry for a quick release of the bathtub gin variety."

"A real buzz kill"

Apollo 11 launched into space July 16, 1969. Days later, Buzz Aldrin attempted to plant an American flag on the moon's surface, but it wouldn't stay put, so he used Grote cable ties to help secure it.

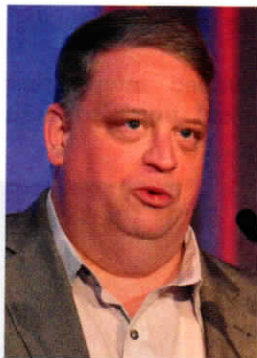
"Years later, Old Man Grote, when asked what his greatest regret was, answered 'It had to be Aldrin not giving us credit for keeping that flag up,'" the narrator claimed.

"Guess you could say that was a real buzz kill."

Grote's wide assortment of electrical accessory products includes trailer connectors, bulk wire, heat shrink, P and chassis clips, sockets, noseboxes and more.

"Grote is once again proving that it offers an extensive electrical accessories line to connect and protect," the company maintained.

Visit grote.com for more information on the company's products.



Ken Bode
Grote

