

# TRAILER BODY BUILDERS®

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## TTMA Convention Report Issue

Coverage begins on page 26



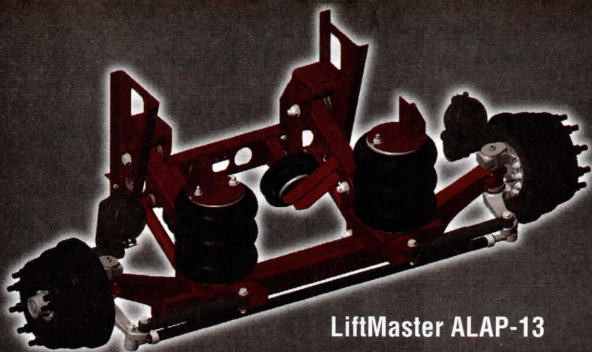
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## **Industry Newsdesk**

### **East Manufacturing opens new facility**

East Manufacturing has opened a high-tech manufacturing facility at its headquarters in Randolph OH.

After the redesign of its Aftermarket Parts Center 15 months ago, East continues its growth strategy with the largest single building in its history. The company's new, state-of-the-art 73,000-square-foot building, that will accelerate its trailer production capability for its customers, will have the capacity to produce 2,000 trailers annually and require up to 75 more employees per shift when fully operational.

East designed the new facility for production efficiency and quality by streamlining the manufacturing process and incorporating the latest technologies, including robotic equipment, an automated production process and material handling system. To increase productivity and decrease material waste, the robotic equipment will serve as part placers, while robotic welders in both beam and side rail construction areas will ensure maximum output with consistent results for improved weld quality.

Each trailer will be secured to a rotator and will move through a series of workstations, allowing the trailer to be rotated into any position. This method enables easy access to difficult-to-weld areas and creates an ergonomically correct atmosphere, which provides the best quality weld. The automation will greatly increase the throughput.

After each trailer completes the last workstation, a state-of-the-art welder welds the floor seams all at once in one pass, which is the most efficient method for floor attachment. Trailers will have suspension alignment and tire installation complete before exiting the line, eliminating the need for several off-line processes.

In addition to increased manufacturing capacity, the new building will also house parts inventory, allowing more accessibility to frequently needed trailer parts as well as provide material storage for oversized flat steel and aluminum material that is typically housed outside, exposed to the elements. By providing 10,000 square feet of inside accommodations for these oversized materials, East improves quality by reducing material corrosion, rusting and pitting.

An eight-bay mounting center finishes off the new facility with two bays dedicated to truck body installation and six bays for trailer body mounting. The opening of the new mounting bays allows East to reduce the congestion within other East dump trailer departments, increasing efficiencies so those lines can accommodate more trailer output.

### **Phillips receives award from Aurora Parts**

Aurora Parts & Accessories has recognized Phillips Industries with its 2016 Supplier Partnership Award.

Phillips has been recognized in 2016 for its support to Aurora in meeting Aurora's promise to deliver quality parts when they are needed. It supplies Aurora Parts with a range of standard and premium electrical and air brake interface components.

"We measure each supplier in key performance areas such as on-time deliveries, product quality, discrepancies, marketing support, and overall ease of doing business," said Brian Francoviak, director of strategic sourcing for Aurora. "To receive a Supplier Partnership Award means that Phillips Industries is a true partner and really embraces our performance standards on quality and service."

Go to [www.phillipsind.com](http://www.phillipsind.com) to learn more.

# New trailer products, services

**F**OURTEEN TTMA associate members delivered news about their companies' trailer-related products and services during the TTMA convention.

This year's convention had two such sessions on the program during which each of the participants had four minutes to explain their product and its benefits.

Here are the 14 who offered an update:

## Truck-Lite system detects failed lights

Jon Stineman said the Light-Out Detection System from Truck-Lite continuously monitors all lights on a trailer, making it easier for drivers to do a pre-trip inspection of the lights and notifying them if one fails at any time.



**Jon Stineman**  
Truck-Lite Company

The new system is a bolt-on replacement for a trailer SAU J560 nose box and seven-pin connector assembly. It is equipped with new microprocessor technology that "learns" a trailer's electrical parameters and then continuously monitors them for any changes indicating a failure.

Designed to work with LED lights only, the system can be toggled by the driver during the pre-trip inspection to actively cycle all lights on the trailer automatically. Once underway, a blue fault light will be visible in the driver's mirror if any lamp fails. A blink code on the fault light identifies the exact problem light.

The Light-Out Detection System is intended to help fleets avoid the most common vehicle fault violations leading to roadside inspections.

Even with all the advances in LED lighting products, more than 25% of all 2014 CSA violations were lighting-related. Getting pulled over for a lighting violation results in a thorough inspection of the vehicle, which can result in more serious violations—even an out-of-service violation.

A number of trailer OEMs are currently evaluating the Light-Out Detection System, which can also be retrofitted by replacing the nose box. Full production began in April.

## Phillips' new system traps debris

Phillips Industries' Air-Defense System is a trailer brake in-line filtration system designed to trap debris before entering air lines or brake components.

Ron Alvarez said the Air-Defense System with quick-change cartridge is the solution when debris clogs the air brake line, causing dangerous, expensive, and time-consuming repairs. The quick-change cartridge is intended to be installed between the trailer gladhands and the air lines to the brake valves. Debris gets trapped in the quick-change cartridge, thus reducing debris entering the trailer air lines and brake valves.

The quick-change cartridge features a bypass mode

that ensures full air flow at all times, even when the filter is clogged. The red indicator (non-resettable) notifies the mechanic or operator that it's time to replace the dirty air filter cartridge. The cartridge is replaceable in minutes and en route; simply unscrew the old filter cartridge and replace with a new one. It can be used on both service and emergency lines.

Phillips Industries also has introduced the PERMALOGIC Smart-Charge trailer power management system. This "smart" charging system for liftgate and auxiliary battery banks recognizes and automatically manages the best power source(s) to charge batteries from all available sources collectively at the same time, unlike other systems on the market that can only draw power from one source.

Phillips Industries also introduced its first auxiliary vertical dual pole plug and socket that meet the new SAE J3082 standards for high current connections between a tractor and a (semi-) trailer to provide power to application specific equipment installed on the trailer.

SAE J3082 was released in late 2015 and includes standards for vertically aligned pins, typically for loads such as power tarpaulins. Phillips Industries' vertical dual pole design includes offset pins that allow for ground contact to occur prior to power, preventing the potential for arcing.



**Ron Alvarez**  
Phillips Industries

## Rockford Toolcraft's Brutus looks for work

Doug Kosch said Rockford Toolcraft's metal stamping plant in Rockford, Illinois, is home to "Brutus," its largest metal stamping press—a Verson 4400-ton transfer press.



**Doug Kosch**  
Rockford Toolcraft

According to the video voiceover, "Brutus is looking for work. Fully automated, labor-saving, cost-efficient. Complicated parts are his specialty. Supported by a state-of-the-art tool and die department."

There are many other metal stamping presses in the 191,000-square-foot plant on 13½ acres, along with die repair, a robotic welding center, an Arku Flatmaster 50, an AccurPress hydraulic CNC press brake, a Fanuc robot parts loader and three Amada lasers. The plant contains the main warehouse, shipping facility, tool build facility, and an additional quality department, which is also staffed and equipped to handle any customer needs.

The company was established in 1976 by Jerry Busse as a

