

The Long Hauler™

The Latest News from J&J • Volume XIX • Issue 1 2022

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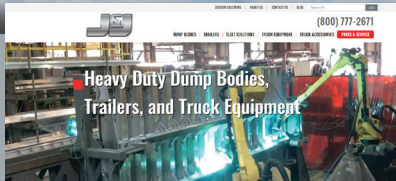


**HAS ALL OF YOUR
SNOW AND ICE
SOLUTIONS**

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**Have you seen our
new website?**

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Heavy Duty Dump Bodies,
Trailers, and Truck Equipment



**Turn to us for
your fleet needs.**

Page 6

BUILT FOR THE LONG HAUL.®

Under one virtual roof



Redesigned website combines the best of everything that **J&J** encompasses

J&J recently launched its updated website, and the exciting redesign brings the entire product lines of J&J Truck Bodies & Trailers and J&J Truck Equipment together on one site. The jjbodies.com website features a bold new design with impressive photos, expanded information, and downloadable items. It's now easier than ever to contact us with convenient interactive forms to request additional or more specific product details.

Fleet Solutions Information

J&J offers a comprehensive range of Fleet Solutions with the benefit of our extensive experience and capability from our ISO-certified facilities. The new website includes pages dedicated to Construction Fleets, Municipal Fleets, and Utility Fleets.

In-Stock Inventory

The newly launched J&J website also features an In-Stock Inventory section

to let prospective customers know what products are available right now on the ground at J&J and at our dealer locations.

Easy-To-Use Format

J&J's new online home has been optimized for ease of use. Visitors will find quick and easy access to impressive, high-resolution photos and downloadable information. Other useful website features include an informative Blog to let you know what's going on with J&J throughout the year and the About Us section, which showcases J&J's rich history as well as the products and services that we offer.

Join Our Team

Talented individuals who wish to work for J&J will also find the new site a helpful resource with links to openings.



64870

CR Crane Body

Raise your game a with telescopic crane and crane body installed by J&J Truck Equipment. With capacities ranging from 6,000 to 70,000 ft.-lb., they are designed to meet the needs of virtually every heavy equipment industry. Mounted on a light- or medium-duty chassis, J&J can make it fit your needs with a welder, compressor or generator.



32430

MDC Medium-Duty Chassis

J&J's medium-duty dump bodies are ideally suited for municipal and commercial applications. They are an excellent choice for road maintenance, snow and ice control, and construction and landscaping applications. Depend on these versatile dump bodies to deliver years of hard work and reliable service.

MH Material Hauler

J&J's most popular model, the MH dump body, is the workhorse of precision-engineered bodies are built to specification and will withstand many years of hard service. It's lighter weight, corrosion resistant, and our No. 1 selling commercial dump body.



33109



64302

Customer Spotlight

'I ABSOLUTELY LOVE MY J&J BODY'

RPM Trucking owner opens up about experience

Michael Ramusivich Jr. knows exactly what his business needs, and he found it with J&J Truck Bodies & Trailers. "Customization is key to our industry," said Ramusivich, who is the logistics coordinator and handles billing in addition to driving a dump truck for RPM Trucking, which he runs with his father, Michael Sr. "Being an owner/operator and having a small fleet of trucks, I am able to be in the truck and see what the truck needs. When you know what the demands are for the truck, you can set it up so that it will meet and surpass any need that you can have for it." When RPM Trucking was looking to buy two new dump bodies in 2019, they turned to J&J, and the owners of the suburban Pittsburgh company couldn't be more thrilled with the decision. "Purchasing two custom trucks, we decided to also go with fully customized bodies," Ramusivich said. "We dealt with Bob Hall from J&J. The process was absolutely flawless. Bob met every one of our desires and needs. It was like hitting the nail on the head. The process was smooth." RPM Trucking works in and around a number of industries from construction and concrete work to gas wells and farm maintenance. The company even hauls salt in the winter for the Pennsylvania Department of Transportation. All of those enterprises were taken into account when the Ramusiviches decided how they wanted J&J to build their Material Hauler Aluminum EVO dump

"J&J's quality is second to none. Everything that we wanted – custom-ordered spec – it was met flawlessly."

**Michael Ramusivich Jr.,
RPM Trucking**

bodies on Peterbilt 389 chassis. "When we spec the bodies out with Bob, one of the primary factors that went into every decision was what we can or cannot do with the body," Ramusivich said during an interview at a Pittsburgh-based concrete facility. "J&J's quality is second to none. Everything that we wanted – custom-ordered spec – it was met flawlessly. We wanted specialized lights, we wanted vibrators, we wanted a certain kind of hoist. Everything that we asked for was met." The J&J bodies have been hard at work for RPM since 2019, and Ramusivich couldn't be more pleased. "They've been working now for a little over two years, and they are holding up wonderfully," he said. "I love my body. Ease of maintenance, looks are second to none, durability goes without question. I absolutely love my J&J body." The shine on the EVO bodies is clear evidence of how well RPM takes

care of its vehicles. "It takes a bit of effort, but the end result is definitely worth it," he said. "You get a lot of looks, a lot of compliments, and ultimately, it gets a lot of work. People see the quality of equipment and they say, 'We want them on our job. We don't want somebody with a beat-up old truck.' It works out well." Ramusivich said that J&J's service after the build has been just as impressive as the job that Hall and Co. did in the lead-up to it. Part of what he loves about J&J is the manual that he received with the bodies, which details every part, making it easy for him to contact J&J Truck Equipment if a replacement is needed. "There's no second-guessing," he said. "If something breaks or you need a part, you just call them up. Very easily, within five minutes, they have your parts. If we are in the area, we can swing by and pick them up. If they need to ship them to us, usually we have them in a day or two. It's a wonderful process, dealing with J&J." J&J's superb customer relations are part of what will have Ramusivich and his father coming back to J&J in the future. A frightening crash in January left Ramusivich almost unscathed but in the market for a new truck chassis and aluminum body, and he's already started working with Hall to add a J&J to his fleet. Given his experiences with J&J, it's not surprising that Ramusivich knows how he would respond if a friend asked about buying a dump body. "I would recommend J&J over just about anybody around," he said.

Material Hauler EVO

J&J's EVO material hauler dump bodies are an ideal solution if you're hauling aggregates such as asphalt, sand, stone, gravel, or coal. The reinforced interlocking double-wall extruded panels provide excellent insulation for materials like asphalt. The interior wall is designed to absorb impact, while the outside of the dump body shines through the toughest demands.

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Zellem promoted to purchasing manager

Samantha Zellem grew up around the trucking industry, and she's proud to carry on the family legacy at J&J, where she recently was promoted to purchasing manager.

A graduate of the Somerset County Leadership program and a member of Women in Trucking, she has no problem working in a mostly male industry.

"Whether we are in the office or in the field, we can do it just as well. I drive a truck and trailer, and I can back it up. It's scary, but I can back it up," she said with a laugh. "That's how I was raised. I'm a third-generation truck drivers' daughter. It's never been intimidating to me because I've dealt with it my entire life. My voice just gets louder."

Zellem has been with J&J for four years and has found a home with the family-owned company, which she said offers an atmosphere that larger corporations often lack.

"There is a sense of respect across the board," she said. "They know you. They know your name. They understand that you have children, that you have a life outside of work."

A West Virginia University graduate, Zellem started her career in the oil and gas industry, where her gender made her a minority. When she first came to J&J many of the male welders would stop working – so as not send sparks flying in her direction – when she walked past.

"I'm not kidding you – when I walked through work sections, the guys would stop welding until I had walked through," said Zellem. "I've got the same hard hat and safety glasses on that they do, but they would physically stop as I walked through." Zellem, who has been with J&J for four years, said that made for awkward moments, even if the workers didn't intend to be disrespectful. In fact, it was the opposite.

"There is a sense of big brother, father figures out there," Zellem said of the J&J shop floor. "They want to make sure that you're taken care of, and they're helpful. When there disagreements, they can yell and get loud, but they're helpful." While most of her contacts outside of the company might not treat her any differently, Zellem doesn't mind if they initially think they're dealing with a male. "I purposely sign my emails to new vendors as Sam Zellem until I have established a conversation, and then I let them know that I'm a female," she said. "I've done it since oil and gas, and I do it here. Once we acknowledge that I know what the hell I'm talking about, then I'll let them know."



Zellem



SNOW TIME TO REST

Roads chief for Maryland county knows winter prep is a year-round job

Winter weather – and the tools at his disposal to battle it – are never far from Paul Harvey's mind.

Harvey is the Department of Public Works Chief of Roads Division for Garrett County, which is located in the Allegheny Mountains. His organization is responsible for 682 miles of roadways in Maryland's western-most county, many of which wind up steep mountainside terrain and down into steep valleys prone to drifting snow.

On average, the mostly rural county receives about 130 inches of snow each year. In the winter of 2009-2010 it received an astounding 262 inches.

It's no wonder Harvey often finds himself thinking about his fleet of 64 J&J dump bodies. He said the county has a five-year plan when it comes to equipment.

"We try to replace a truck or two per

year," Harvey said. "We have a good maintenance program. We've been purchasing one to two trucks per year. We have one coming in April and have already purchased two for Fiscal Year 2023, and all of them have J&J bodies on them."

Each year, Harvey starts working with J&J Municipal Sales Manager Larry Faidley in August or September on new builds.

"J&J has worked very well with us," Harvey said. "Things are always changing, but we try to go through our specs every year. Sometimes we don't know the newest trends, and J&J has always helped us with those things that we might not be aware of."

In addition to its customary heavy snowfall, Garrett County has been receiving more freezing rain of late, Harvey said. Combine that with asphalt hauling obligations in the spring and summer months, and

Garrett County's fleet faces a heavy workload, but it has held up to Harvey's exacting standards.

"We've never had any trouble with the bodies," he said. "Hinges and normal wear items are the biggest things. As far as the durability of the beds, themselves, they've done quite well."

While Garrett County's fleet still has a few older stainless steel bodies in it, most of the bodies are aluminum material haulers. Harvey finds that J&J's most popular option offers the best combination of durability, functionality, and weight ratio. It also doesn't hurt that the J&J aluminum material hauler looks fantastic on Garrett County's baby blue Mack chassis.

"You want a good-looking truck," he said. "They're out in the public eye. It's paid for by taxpayer money. You want it to be a good representation of the county."

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Don't waste an opportunity

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MID-AMERICA TRUCKING SHOW
LOUISVILLE
MARCH 24-26
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