

The Long Hauler™

The Latest News from J&J Truck Bodies & Trailers • Volume XXII • Issue 1 2021

Winter is our

**TIME TO
SHINE**



**Meet our new man in
the Mid-Atlantic** Page 4



**Remembering
Bill Riggs**

Page 2

A Letter from Michael Riggs



2020 was a challenge. As a country, we are still struggling to figure out the "New Normal," how to read facial expressions through masks, how to parent and teach our kids while they are stuck at home, etc. For

us at J&J, we are still mourning the untimely loss of Bill Riggs, an owner and friend... and for my family a father, a husband, and a grandfather. For all of us, a challenge.

However, part of the J&J legacy Bill left behind for us, along with memories of his quirky grin and head tilted just so, (the signal the gears were turning), was a spirit of optimism, hope and an "I bet we can do that" attitude. As we move forward in 2021, we do so with this spirit in mind.

While last year was difficult, through the strength, resilience and creativity of our production crews, our engineers, our administrative staff, our I.T. departments, J&J remains strong. We were still able to accomplish many of our business projects that we hope will add value for our customers. We've enhanced our production scheduling, added significant robotic welding capability and we are excited about some new products and options developed over the past year.

As we step into 2021, we extend our sincere thanks to those that support our company and wish you peace in the New Year.

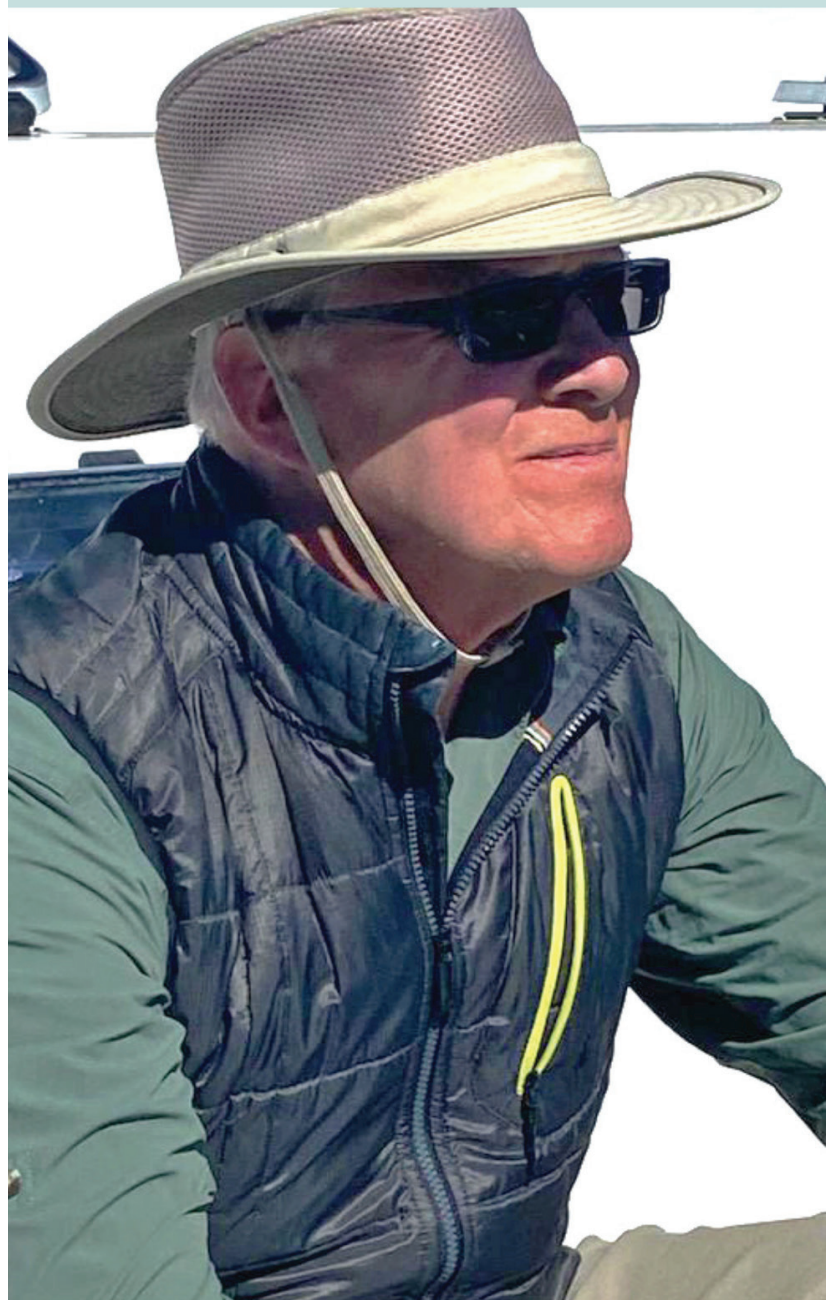
Best regards,

Michael D. Riggs, Senior Vice President

IN LOVING MEMORY

Bill Riggs

MARCH 6, 1951 - NOV. 27, 2020



MH EVO

J&J's EVO series is an ideal solution if you're hauling aggregates like asphalt, sand, stone, gravel, or coal. The reinforced interlocking double wall panels provide excellent insulation for materials like asphalt. The interior absorbs impact while the outside of the body remains in good condition.



32652

ON THE ROAD WITH J&J



32786

LWC Lightweight Crossmemberless

Sleek, smooth, and hardworking, this is perfect dump body for hauling asphalt today and shot rock tomorrow. It's comparable to aluminum bodies in weight with the proven impact and abrasion resistance of high hard steel. If you haul rock, gravel, asphalt, or other aggregates, you owe it to yourself to check out this body.

MDC Aluminum 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.



32358

Employee Spotlight



Meet Michael Schweitzer

Position: Mid-Atlantic Sales Manager

Location: Richmond, VA

Phone: 301-997-5978

Email: mschweitzer@jibodies.com



Schweitzer brings lifetime of experience to Mid-Atlantic Region

Michael Schweitzer has spent nearly two decades working in the truck sales industry, and he grew up around it, so he didn't expect any surprises when he joined J&J Truck Bodies & Trailers in February.

But it didn't take him long to realize that there was something different about J&J.

"There's a sense of pride that the people that I work with have that is very telling," said Schweitzer, who as the Mid-Atlantic Regional Sales Manager covers Maryland, Virginia, North Carolina and South Carolina in addition

as well as Delaware. "You don't see that in a lot of other places. You definitely don't see it in a lot of the bigger companies, and we're a big company. It's just real nice to see that. I did not expect to see that type of attitude." Schweitzer saw that evidence firsthand during his initial interaction with a customer at the Somerset, PA, facilities, which features more than 260,000 square feet of manufacturing space. The customer had asked for a minor change on the first of five trucks to be completed that day. By the time Schweitzer and the customer returned from a lunch

break, all five trucks had been altered to the customer's specifications.

"I don't know that you can get that kind of quality and that kind of services from places. I've never experienced it before," Schweitzer said. "The people here really do care about it."

Schweitzer, who lives just outside of Richmond, VA, plans to focus on how he can help the customer have a better experience when customizing a body with J&J.

"I've been a truck salesman," he said. "I know that what I care about as a truck salesman is

not the same as what the customer is looking for when they're trying to spec their body." That's to be expected, Schweitzer said, because J&J offers so many customizing options to customers that no one outside of the company could know everything that is available.

"It's an educational process — from start to finish — even if they buy bodies every year, there's still going to be something new that they don't know about," he said.

Contact us



Built for the Long Haul®

1-800-777-2671

jjbodies.com

sales@jjbodies.com



jjbodies jjtruckbodies jjtruckbodies jjbodies



A DIVISION OF SOMERSET WELDING AND STEEL, INC.

1-877-455-8785

jjtruckequipment.com

sls@jjtruckequipment.com



J&J Truck Equipment

The Customer Speaks



"They gave me good service here. They made me feel at home. They took care of all of the little extras that I requested when it was built."

Barry Break,
driver/owner



Frame your message

with



An EVO trailer is the perfect place to advertise your product or reach your desired audience

D&R Hall SPARKLES with



Maryland company makes 13-year-old body look new again

When Rodney Hall bought a used Peterbilt 379, he knew that the J&J Material Hauler 2007 body was still in great working condition but it didn't have the look that the owner of D&R Hall Trucking in Glen Burnie, MD,

wanted to see from it.

He put Theron Gaither and Bryan Delaware to work sanding and polishing the body in July, and in a little less than a week they had it looking like new.

His company, which hauls asphalt, stone, sand and more, also owns a Kenworth W900 with a J&J Material Hauler body on it, and Hall said he'll be looking to have J&J build another body for him soon.

As for the body on the Peterbilt - which Hall has labeled "Show Time!" - is drawing plenty of interest in the Baltimore area.

"I'm getting a lot of offers, people trying to buy the truck," Hall said. "It's still shining to this day."



D&R Hall bought this J&J Material Hauler on a Peterbilt 379 and had it polished to a bright shine.



As home to some of the worst winter weather in Pennsylvania ...

We know SNOW

Whether it's building a fleet of severe service snow and ice trucks for a state department of transportation or spec'ing a plow for your pickup, J&J has the products, expertise and engineering to help you deal with Ol' Man Winter.

At J&J we love building snow and ice trucks because frankly ... we live in it. We like the flashing lights, the plows, the hydraulic systems and the challenge of building damn fine trucks.

Check out J&J's new Arctic Edge hydraulic systems featuring best-in-class controls, many control options and an awesome, easy-to-service valve/tank enclosure.

We also sell and service some of the biggest names in the business. Whatever your winter weather needs, let us put our experience to work for you.



ARCTICEDGE



The new Arctic Edge Pro hydraulic system, top, puts snow controls at your fingertips, and J&J Truck Equipment has everything you need to handle the worst that winter can throw at you.