

# The Long Hauler™

The Latest News from J&J Truck Bodies & Trailers • Volume XX • Issue 2 2019

## Trailers Head to NJ

*Team effort results in a successful collaboration.*



*Fourteen trailers were recently completed and will be used to transport solid waste in New Jersey.*

In the last issue of *The Long Hauler*, we shared that J&J Truck Equipment was installing wetline systems on 14 tractors that were eventually going to be paired with Steel Push Out (SPO) trailers built by J&J Truck Bodies & Trailers. This collaborative project is just one of many that we have done where our customers can come to the J&J brand and have their entire order be completed by teams that are working together. The benefits of working with one company are similar to the “Design-Build” delivery method known in the construction industry. Some are obvious, like time and cost savings, but others include continuity, expertise of the provider, and open communication between the entities.

Over the years, we have worked with several companies who have given us the opportunity to build/and or upfit their fleets. They understand the advantages of working with a company like J&J who can take their order from designing, engineering, and building to final delivery. We hope you'll give us a call the next time you need a fleet of custom truck equipment, dump bodies, or trailers.



**Have a technical question about your dump body or trailer?**  
Email [sales@jjbodies.com](mailto:sales@jjbodies.com) and we'll be happy to answer!

**Send Your Trucks and Tractors to J&J and Choose from a Diverse Product Line-up!**



**BUILT FOR THE LONG HAUL.®**



## A Letter from Shahira



As Bill Riggs stated in his last letter of *The Long Hauler*, we “Baby Boomers” are moving on! In my 40+ year career, I have primarily worked for family-owned businesses and they were all pretty good, but I have to say that working for Riggs Industries, specifically Bill and Dan Riggs, has been a very rewarding experience for me. I want to express my gratitude for their support and guidance during the last 20 years. I also want to say thank you to all my coworkers who have shared this road with me. Your friendship, conversations, and support have meant a lot to me.

To all our customers, thank you for sharing your experiences with our company through your customer satisfaction surveys, photos, and personal glimpses into your companies and what they do. We started the customer satisfaction survey process at J&J in 2004 and it remains an important step in our ISO quality system. We average a good rate of return and I appreciate all of you who took the time to let us know how we were doing. We take your opinions and comments seriously, and as a result, we continue to improve on our processes when necessary.

Finally, as I put together my final issue of *The Long Hauler*, I want to say thank you to everyone who has made contributions to it over the years. We published our first issue in 2000 with just a couple of thousand readers and we now boast a circulation of over 19,000! In this issue, you’ll read about one of J&J’s long time customers, Martin Excavating. Thanks, Kirk!

It’s hard to be leaving, but I am excited to pursue the next chapter of my life as Eric starts his. He has been appointed Marketing Director and will be taking over my duties when I retire early this fall. In closing, let me wish you all well in your business and professional lives and thank you again. It has been a pleasure!

Sincerely,

Shahira Hoffman  
Marketing Director

## EMPLOYEE UPDATES

Eric Knopsnyder has joined the Marketing Department after more than 20 years as a journalist. He is training under Shahira Hoffman, who plans to retire later this year following more than two decades with J&J. In addition to producing the Long Hauler, his duties will include expanding J&J’s online presence, updating product literature and helping our sales team better connect with customers. Connect with Eric at [eknopsnyder@riggsind.com](mailto:eknopsnyder@riggsind.com) or 814-444-3584.



Josh Sechler has joined the Engineering Department as a Hydraulic Technician, where he will replace Rick Miller, who retired after 40 years with

J&J Truck Bodies & Trailers. Rick was a familiar point of contact for customers with questions and will be missed, but Josh should prove to be a fine successor. His past experience working on our hoist line in the dump body plant and prior work history will serve him well in his new role.



Rick Gates brings nearly 40 years of experience in the industrial painting environment to his new role as Paint Foreman for J&J Truck Bodies & Trailers. He started with the company as part of a co-op program while he was still in high school and spent several years learning the ropes. Rick used that experience to work in several shops throughout western Pennsylvania before ultimately returning to his roots. We’re excited to have him back at J&J.

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### Sincere Condolences



Everyone at Somerset Welding was so sorry to hear about the tragic passing of Donna and Kent Lalley. Donna worked at J&J Truck Equipment before she and Kent moved to St. Simons Island and we knew Kent from his days at Legacy Truck Centers where he was a successful truck sales manager. In early June, they were involved in a terrible car crash.

The Lalleys leave behind a son, Alex, 21, and a daughter, Janelle, 20. Donations, gifts, and cards can be sent to 212 Retreat Village Street, St. Simons, Georgia 31522 and a Go Fund Me page has been set up for the family at <https://gofundme.com/lalley-family-support>.



# ON THE ROAD WITH **J&J**

## **MDC** Medium-Duty

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.



31765

**J&J BODY ARMOR**

## **MH** Steel Material Hauler

J&J's popular model, the MH dump body, is an excellent choice if you are looking for an economical, durable, and reliable solution for hauling sand, gravel, asphalt, and similar materials. These dump bodies are built to specification and will withstand many years of hard service. Also available in aluminum.



32026

## **UL** Ultra Light

More payload, more profit! This multi-purpose dump body is an excellent solution for hauling asphalt today and shot rock tomorrow. The J&J ultra light steel dump body is comparable to aluminum dump bodies in weight with the proven impact and abrasion resistance of high hard steel.



**J&J BODY ARMOR**

31882

Page 3

**There's no substitute for a dump body or trailer built by J&J Truck Bodies & Trailers.**



# Great Deals From J&J Truck Equipment

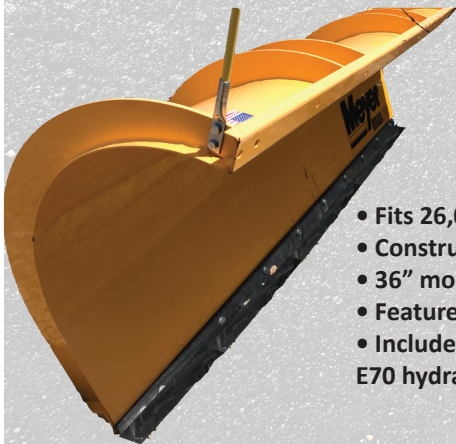


**\$2,250**

## A.R.E. DCU Truck Cap

Fits 2008-16 Ford Super Duty  
with an 8-foot pick-up bed.

- 26" high
- Oxford white
- Double-sill rear doors, 2-radius windows with security screen
- Driver side full length toolbox w/ divider
- Passenger side full length toolbox (open)
- Driver side, passenger side and rear-door LED rope light with prop switch



**\$10,500**

## Meyer Plow

- Fits 26,000-33,000 lbs. GVW
- Constructed with 7-gauge steel
- 36" moldboard height with 15" radial overhang
- Features 8 vertical ribs and 6 heavy-duty adjustable springs
- Includes A-frame, mount, moldboard 9.0 with pivot and E70 hydraulic kit with angle cylinders

## CLEARANCE



## FASSI CRANE MICRO 20A

**\$7,500**

- Heavy advantages for lighter trucks.
- Lift capacity up to 2,24 tm
- Call or email for complete specs

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sls@jjtruckequipment.com



See more photos  
and find great  
deals on J&J  
Truck Equipment's  
Facebook page

## Smaller Trucks Pack A Big Punch

We recently had the opportunity to pair a J&J Light-Duty (LDC) dump body with International Trucks' new CV515. The commercial grade truck is an ideal solution for owner/operators who are involved with municipal government, landscaping, light construction hauling, and field service work. At J&J, we work with all the major OEMs like Ford, Chevy, and Dodge in providing dump bodies that are custom built for their commercial vehicle product line.



Customers rely on J&J for quality products, expertise and knowledge, and excellent service.



## Customer Spotlight



Photo of Kirk Martin republished with permission from Herald-Mail Media.



### David H. Martin Excavating

Family-run business relies on **J&J** products, values for decades.

Plenty has changed about David H. Martin Excavating since the company was founded in Chambersburg, Pa., in 1968. It grew from one man with a financed backhoe and dump truck to a company that employs about 220.

The reins have been passed down from its namesake to his three sons, and is now run by Kirk Martin, grandson of the founder and company president. Martin's job sites have also grown, from small locally financed operations to projects for some of the world's largest companies.

Through its period of exponential growth, there has been one constant: J&J Truck Bodies. David H. Martin's fleet of 38 tri-axle, eight single-axle, and two tandem-axle trucks all feature J&J bodies. So what keeps David H. Martin coming back to J&J Truck Bodies & Trailers year after year? "I think their quality," Kirk Martin said. "They run a high-quality bed. We don't have too much with failures. If we do – and everybody is going to from time to time – J&J has stood behind their product."

Although he's since bought the company from his father and uncles, Kirk Martin started working on job sites when he was 14 years old. After high school, he didn't attend college, but instead went to work in the field for his family's company. That's where he learned the value of hard work – and of having hard-working equipment to rely on to get the job done right. "It's really important to have that basis and understanding of why you do what you're doing," he said.

David H. Martin's varied operations – the company serves commercial, residential and agricultural customers and performs an assortment of tasks – mean it needs hard-working trucks capable of hauling an array of materials. J&J Truck Bodies & Trailers has built aluminum Material Haulers (MH), Lightweight Crossmemberless (LWC) and steel Semi-Elliptical (SE) beds for Martin's company.

"We're pretty versatile. If it will fit in the bed and is not going to damage the bed, we'll haul it," he said. "We are site contractors,

so the steel beds are out on site working quite a bit, hauling rocks, trees, and brush in them. Our aluminum beds are transporting slate, stone, and sand."

J&J's material hauler has been the go-to product for David H. Martin. "That's our basic bed that we use," Kirk Martin said. "We've changed it around a little bit over the years, as far as where the tarp arms are or shovel holders are. J&J has worked with us. Our spec is a little bit different than anybody else, but it works for us. J&J has been pretty accommodating."

Just as the brown-and-orange David H. Martin trucks have become a familiar site in and around Chambersburg, so, too, has the J&J logo. "We're pretty picky on how our equipment looks and keeping it clean and painted," Kirk Martin said. "I think J&J's values coincide with ours as a company."



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# BUILT YOUR WAY

## WORK READY TRUCKS JOIN THE DELDOT FLEET



61209

These trucks were recently completed for the Delaware Department of Transportation and will be used for roadway maintenance and field service repairs. They are fully loaded with generators, sign boards, backup cameras, adjustable work lights, and lots of compartments for tool and equipment storage. Great all-around work trucks!

## Turn to **J&J** for Service Bodies



56432

A Knapheide service body was mounted on this fire department's Ford truck. The body features a Galva Grip bumper with a hitch recess and adjustable shelving systems in the storage compartments. We also installed a Ford rear view camera kit. At J&J, we can offer you many options and a final specification that will work for you. Call today!



Keep in touch with J&J for the latest updates on new products, services, and events through our social media channels!





# Palfinger Pal Pro Mechanic Trucks



**NOW AVAILABLE**

J&J Truck Equipment was recently appointed as an authorized distributor of Palfinger PAL Pro Mechanic Trucks. The company is one of the leading truck equipment manufacturers offering a comprehensive product portfolio that, in addition to service bodies, includes cranes, cable hoists, forklifts, platforms, and liftgates. We're happy to offer a new and wider variety of choices to our customers. At J&J Truck Equipment, we work with many leading brands in order to supply our customers with the best truck equipment available. Our sales staff can work with you to determine the best package to satisfy your needs.

## New Wetline System Installed

Customers rely on J&J for complete wetline kit installation for all hydraulic powered applications from dump trailers, lowboys, walking floor and push outs to hydraulic tool circuits and other hydraulic powered equipment. This tractor was also installed with a custom light package that includes a light bar on top of the cab.



Call today and let J&J put together a specification package that meets your needs.

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Don't forget to visit J&J's website to see the new and pre-owned trucks that are ready for immediate delivery. We update this section monthly, so be sure to check back to see the trucks we've added.

To be removed from our mailing list, email [sales@jrbodies.com](mailto:sales@jrbodies.com) and provide the information on your mailing label, or call 814.444.3584.

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