

The Long Hauler™

The Latest News from J&J Truck Bodies & Trailers • Volume XX • Issue 3 2019



Bringing It All Together for Fleets

From dump bodies to service trucks, J&J has it covered.

Take a walk around J&J's 270,000-square-foot facilities in Somerset, Pa., and it's easy to see why we're recognized as a premier manufacturer of dump bodies and trailers as well as a leading upfitter of mechanic service trucks, crane bodies, lubrication trucks, winch tractors, snow and ice equipment, and wet line kits.

J&J has the capacity and expertise for any size job, whether a company has a need for single unit or an entire fleet. Not only are we renowned for our superior quality dump beds and trailers, but we also are an authorized distributor of some of the biggest names in the business, including Palfinger, Knapheide, and BrandFX.

Peoples Natural Gas relies on J&J's team for their diverse fleet requirements.

SEE FLEETS ON PAGE 5



J&J can deliver high-quality cranes from Palfinger, durable service bodies from Knapheide or custom-built dump bodies from J&J.

Want this parked in your inbox?

If you would like to have The Long Hauler emailed to you, contact Eric Knopsnyder at eknopsnyder@riggsind.com.

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



BUILT FOR THE LONG HAUL.®

A Letter from Jason

J&J is your One Stop Shop. As most of you are aware, we offer a vast array of equipment to serve you: dump bodies, trailers, flatbeds, service trucks, crane trucks, lube trucks, tankers and so on, most of which we manufacture ourselves in our 270,000-square foot facilities. Beyond what we build, we offer some of the best equipment on the market from leading manufacturers like Knapheide, Palfinger, US Truck Body, Leer, Brand/FX, and many others. All of these strategic partners share the same quality value that J&J does.

Offering the highest quality product at a competitive price can be a double-edged sword. We try to have our customers understand the long-term effect of having J&J in their fleet. Our products hold their value better than any other manufacturer in the industry; they increase your residual value at trade-in time and, most importantly, have less downtime throughout the life of the equipment. Less downtime means more money in your pocket. Many of our larger fleet accounts have realized that J&J is actually less expensive than our competitors are when their equipment is "Built for The Long Haul."®

The J&J sales team is concentrating on specifying equipment for our customers, dealers and distributors needs for the long haul not just to get the deal. In this edition of The Long Hauler, you will see your Regional Sales Managers' contact info and our inside sales teams that are ready to assist with your upfit needs. I encourage you to reach out to them if you have any opportunities where we can help provide a higher value product.

The 2020 economic outlook appears to be strong and positive for the transportation and truck equipment industries once again. Our order boards continue to build in record numbers. Our customer and dealer feedback is also in line with industry projections, which means J&J is ramping up and planning for another good year.

While we are already booking orders for end-users and fleets in early 2020, our main objective for 2020 and beyond is to establish a production schedule to meet our customers' expectations for on-time delivery. As most of you have come to expect and know, our mission is to continue to exceed our customers' expectations for producing the highest quality products in the industry.

It is our hope you will consider J&J for your future truck body, trailer, tank, and truck equipment needs. I would like to thank you for your business, and we look forward to serving you for many years to come.

Sincerely,



Jason Cornell, Director of Sales

Meet our team

At J&J, "Built for the Long Haul," is more than just a slogan; It describes our sales representatives as well. Combined, they have nearly 200 years of experience in the truck industry.

Nate Weaver, Todd Imes and Kevin Longchamp have spent decades learning the business. Ed Lyons earned his stripes with J&J as a welder and inside sales representative for the past 30 years. Bob Hall has 41 years in different facets of the industry. And Larry Faidley has been in the business even longer at 42 years.

These veterans have seen and done it all, and they eagerly share that wisdom with the next generation of J&J sales reps. Contact them today and let them put their knowledge to work for you!

INSIDE SALES



Adam Bowers

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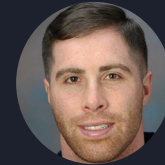
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Todd Imes

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Nate Weaver

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Territory: Truck equipment and municipal sales in Eastern PA, NJ, NY, CT, MA

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Jerry Johnson

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Territory: Special projects

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For all other states, contact Jason Cornell,
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ISO 9001:2015 Certified. Quality products, quality workmanship.

ON THE ROAD WITH **J&J**

HCX Heavy Construction

The HCX body is a high-performance aluminum dump body designed for heavy-duty hauling applications. The reinforced side brace adds the extra strength required to withstand heavy loads, and the aluminum material maximizes payload. Popular options include Body Armor steel flooring, body heat, and tarping systems.



32104



32137

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.

MI 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.



32247

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

The art

OF WELDING



Alex Canonico is looking to leave her mark — at J&J Truck Bodies and as a tattoo artist

Each evening, Alex Canonico trades in her arc welder for a tattoo machine – and she doesn't want to give up either any time soon.

Although it makes for some long hours, the 22-year-old welder at the J&J Truck Bodies & Trailers plant in Somerset, Pa., loves doing both. And while being a welder and a tattoo artist might seem to be completely unrelated, she finds common ground in her two professions.

"They go hand in hand," Canonico said. "Tattooing and welding have more similarities than I expected. As far as staying consistent with every weld, it's the same in tattooing – being precise, working at a decent pace and taking pride in having a quality, finished product in both."

While she was attending Somerset Area High School, Canonico never expected to become a welder, but after she was laid off from her job in the manufacturing industry in 2018, she took a 200-hour welding course at J&J that was held through a partnership with Greater Johnstown Career & Technology Center. Although she had previously worked in a garage, this was a completely different direction for her.

"I had never picked up a tape measure or welder before that course," she said. "I didn't even know how to read a tape. The course was helpful because it was hands-on. I'm a hands-on learner."

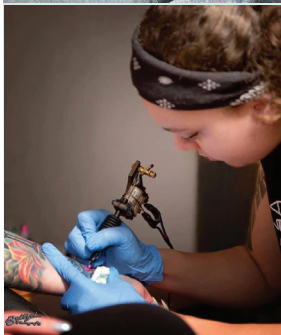
With just three students in the class, she got plenty of individual attention and jumped at the chance to join the J&J workforce in March. Since then, she's worked on the underbody line for both steel and aluminum bodies. She's flipped underbodies and hung sides as well as put on tailgates.

As the lone female in the shop, Canonico knows that her work will often come under scrutiny and that she needs to meet or exceed the high standards for which J&J has long been known.

"It's a challenge, but I like it," she said. "Safety is first, and quality is next. Joel Marks, my supervisor, always tells me he'd like it to take a little longer and make sure all of the welds are solid. Most of the guys on the floor, they've worked here so long, quality is second nature. They don't even think about it. Everything is double- and triple-checked. It's great."

As she's gotten the hang of her new profession, she's continued to pursue her lifelong passion: art.

"I had a really rough home life growing up, so art was my therapy," she recalled. Mostly, she worked with pencils and charcoals, but as a teenager, she became astounded by the power and allure of tattoos. She got her first tattoo in 2012 to cover up a painful reminder of self-harm, and it did wonders for her self-esteem.



CONTINUED ON PAGE 5



Customer Photo



**PARSONS
MOTOR FREIGHT**



Send your photos to sales@jjbodies.com, and if used, we'll send you a \$10 gift card!

Eddie Fitzgerald Jr. is so proud of how this J&J body looks on his Parsons Motor Freight truck – and rightfully so – that he sent some pictures to our Snapchat account. This Material Hauler (MH) is mounted on an '08 Peterbilt, but it looks as good as new, even after years of hauling asphalt, dirt and various other aggregate products.

FLEETS CONTINUED FROM PAGE 1

service bodies, flatbeds, welder trucks and specialty products.

We've also installed a full line of truck accessories for PNG, such as truck caps, tool boxes, and computer mounts.

"We've got it all," said David Spear, J&J Truck Equipment's general manager. "There's a lot we can do for any one individual customer."

That includes repairs and inspections. For the PNG fleet, J&J has inspected cranes and compressors. We've also fixed a knuckle boom crane and completed a variety of

repairs on different types of service trucks.

Peoples has served customers in Southwestern Pennsylvania since 1885, and its history extends to the earliest days of the natural gas industry in the United States. Their company provides services from the transmission system to the distribution



system, through a series of pipelines all the way to the customer's meter.

J&J values the relationships we have with our partners like PNG and works hard to make sure we provide you with quality built equipment that's **Built for the Long Haul.®**

"That made me feel better about myself," Canonico said. "Getting scars covered with images that have great metaphors for me and my journey through life really enhanced the way that I looked at myself."

Over time, she got more and more tattoos – she doesn't know how many she has now but estimates that they cover 25% of her body – and asked an artist to mentor her. After drawing for many years, she had confidence in herself, but actually putting permanent ink on with a needle was a bit daunting the first time she did it.

"The first tattoo I had to do on human skin was on myself," she said. "I was more nervous that my teacher was watching everything I did than I was about actually tattooing myself. It was overwhelming. I loved it. I've tattooed myself numerous times since."



Canonico now has her own shop in Uptown Somerset, and samples of her work can be found online at www.artfulalex.com. She said it is the first professionally trained and certified shop in Somerset County.

She's become more and more a part of the community, as she showcased her work with henna tattoos – which can last for several weeks – at Somerfest in July and drew a pair of murals for local businesses during Somerset's Chalk the Block event that same month.

As much as she loves showcasing her artistic side, Canonico is also excited to grow and learn at J&J.

"My ultimate goal is to be a finish welder or a foreman. I would love to be the first female foreman here. I know that's many years to come, but it's a goal," she said. "I want a long-term, steady job while art is what I want to be my passion. This job gives me the opportunity to do both with balance."

BUILT YOUR WAY

This one of three paint supply trucks recently completed for the Pennsylvania Department of Transportation. The 20-foot flatbeds and tie-downs allow for easy hauling of materials no matter where the road takes PennDOT officials.

The digital message boards on the back will help inform motorists what's ahead in terms of painting projects, and the emergency spill kit means workers will be able to act quickly in the event of an accident.

FLATBED WILL HELP PENNDOT SPREAD ITS MESSAGES



Peoples Natural Gas heats things up with welder truck

This aluminum flatbed from J&J was custom-made as a welder truck for Peoples Natural Gas.

Mounted on a Ford F-350, the 9-foot long heavy-duty bed holds a Lincoln 305D engine-driven welder along with compartments for oxygen and acetylene tanks. The specially installed hose reels and gauges ensure welders have everything they need at their disposal.

Above-body toolboxes, a steel vice bracket, heavy-duty hooks on the tow bumper and emergency lights allow PNG to put it to work anywhere and at any time.



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



WINTER IS COMING

Are you ready?



Winter weather forecasts may not be very dependable, but our snow and ice products are. J&J can help outfit your fleet for the harshest conditions. Our experienced staff members can help you select the right dump body, plow, spreader or snow pusher.

Here's a helpful pre-season plow inspection checklist, courtesy of Boss:

- Change the hydraulic fluid.
- Grease the vertical pin (on v-plows) and other important wear points.
- Clean, inspect, and grease all electrical connections with dielectric grease.
- Check all fasteners for proper torque.
- Inspect all welds in plow structure and vehicle mount.
- Inspect the lights and properly adjust and align the plow lights.
- Inspect and re-torque all fasteners on the vehicle mount.
- Check the plow cylinders, hose, and pump for leaks.
- Tighten the trip and return springs.
- Make sure all plow functions work properly.



Rise and shine

Don't knuckle under when the going gets tough. Loading and unloading is a cinch with this Hiab 088 Duo knuckleboom crane mounted on a custom-built, heavy-duty aluminum flatbed from J&J.

The 22-foot bed has a hardwood floor and a structural aluminum channel around the perimeter of the body. A 40-inch high structural aluminum bulkhead helps protect the cab on this powerful work truck.



51008

OUR HEROES WEAR HARD HATS



Safety is our top priority at J&J. That's why we're so proud of J&J Truck Equipment's record of more than three

years without a recordable incident.

Providing a safe workplace is just one more way that J&J is **Built for the Long Haul!**[®]





J&J TRUCK BODIES & TRAILERS®

Built for the Long Haul®

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IN STOCK INVENTORY



FEATURED IN-STOCK

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.

When it comes to waste trailers, tipping is optional

Hauling waste is a dirty job, but someone's got to do it, so why not do it with a trailer built by the experts at J&J?

Our steel push out trailers are engineered for municipal or commercial use. They eject horizontally, eliminating the sometimes dangerous problem of tipping at the landfill. They are available in various sizes from 65 to 92 cubic yards. We can also build custom lengths to suit your specific waste hauling application.

Live floor trailers offer a fuel-efficient solution for hauling trash with a higher cubic capacity than a classic sheet and post trailer.

Aluminum tippers remain an effective option for trash haulers, especially

with our airflow tailgate, which provides a safe ride, less wind resistance and better fuel mileage. At J&J, we don't cut corners and we don't compromise on quality!



www.jtbodies.com / 800.598.8552 / sales@jtbodies.com