

The Long Hauler[®]

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The Latest News from J&J Truck Bodies & Trailers^Æ
A Division of Somerset Welding & Steel, Inc.

J&J Builds NEW Semi-Elliptical Double Trailer



Pace Trailer Sales & Service, a new J&J distributor located in Michigan, recently ordered a number of Michigan Gravel Trains in various configurations.



Ron Wright, J&J Municipal Sales Manager, by his demo unit. The dump body is mounted on a Ford 750 and is currently for sale.

Ron Wright makes presentation at recent PA Township Show

Nearly 100 Pennsylvania Township Supervisors attended Ron Wright's seminar at the PA Township Supervisors show last spring in Hershey, PA. Mr. Wright gave a one hour presentation on *What You Should Know Before You Purchase Your Next Dump Truck.* The seminar topics included functions of the unit, maintenance, GVWR, chassis, dump bodies, and hydraulic systems. His seminar received a **Best of the Best** rating by conference participants.

Mr. Wright has been with J&J Truck Bodies & Trailers for over 35 years and is considered an expert in specifying dump bodies for the municipal market. He can be reached via email at rew@jjbodies.com.

CUTTING YOUR INSURANCE COSTS

By Sean Kelley



There are many ways owner-operators can lower their insurance costs. Here are suggestions from Brenda Guffey, property and casualty insurance manager for the Owner-Operator Independent Drivers Association, and Peter Pomeranke, an agent with Truck Insurance Mart.

USE CARGO SECURITY GADGETS. Taking advantage of cargo insurance credits that insurers offer for things such as kingpin

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Truck Featured at North American Truck Show

This new dump truck was on exhibit at the recent Truck Show held in Boston, MA. Solo Trucking, the owner, will use it to haul sand, gravel, and other materials.



A polished aluminum 19 foot J&J dump body is installed on a new Peterbilt chassis.

Built for the long haul.[®]

We build big, little, and everything in between!



This heavy-duty body is one of 5 that was ordered by a construction company in West Virginia. The stainless steel body is mounted on a customer-provided Hitachi EH 1000 chassis. They will use it to haul fly ash at power plants.



This DynaHauler/LDC is designed for a light duty chassis and is a favorite with landscaping and smaller contracting firms.

New J&J Distributors Added

To help better serve customers, J&J Truck Bodies & Trailers is pleased to announce the addition of the following distributors:

James Godwin
General Trailer Services, Inc.
2620 Campbell Road
Ellenwood, GA 30049
404-363-4383 Fax: 404-363-4365

Steve Walsh
Western Star of Ft. Myers, Inc.
6061 Hamilton Drive
Fort Myers, FL 33905
941-694-3360 Fax: 941-694-3831

Bob Magnus
Maudlin International Trucks, Inc.
4900 N. Orange Blossom Trail
Orlando, FL 32810
407-295-9777 Fax: 407-295-5222

Mike Coriell
Municipal Equipment
6305 Old Shepherdsville Road
Louisville, KY 40228
502-962-9527 Fax: 502-962-6499

Jim Kenyon
Pace Trailer Sales & Service
4537 Roger B. Chaffee SE
Grand Rapids, MI 49548
616-534-6100 Fax: 616-534-6169

Peter Verbeeck
Utility Trailer Sales & Leasing of Miami
1451 S.E. 9th Court
Hialeah, FL 33010
305-888-0020 Fax: 305-888-2992
www.utilityflorida.com

CUTTING YOUR INSURANCE COSTS

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locks, trailer tracking devices, anti-theft measures and locks can help lower an owner's premiums by hundreds of dollars, Guffey says. "But you've absolutely got to make the insurer aware of the devices," she says.

REVIEW YOUR COVERAGE. Make sure you're covered for all the loads you carry.

Guffey says many truckers haul commodities they aren't covered for, never realizing that if a claim is made the insurer may not cover it. Owner-operators should also make sure they have enough coverage. Standard policies cover about \$150,000 in cargo, but truckers will occasionally pick up a \$250,000 load, Guffey says. "They're \$100,000 under-insured," she says. "If you don't have coverage, you may have to eat it. The best thing to do is call your underwriter and get an exception if you're hauling an unusual load."

For all the latest trucking news, visit www.etruckers.com - the online source for the trucking industry!

GET PAID FOR WHERE YOU'RE GOING.

If your loads take you into New York or Los Angeles on a frequent basis, your insurance provider is going to charge you more because hauling into those cities presents a greater risk. Make sure the loads you take pay better than loads you would haul elsewhere. By the same reasoning, Pomerence says, if you haul only to small cities, make sure your insurer is not charging you for higher-risk situations.

GET PAID FOR WHAT YOU HAUL.

If you regularly haul high-risk loads like seafood and electronics, make sure your rate of pay for hauling those loads is higher than what you would get for hauling paper in order to cover your insurance costs.

SHOP AROUND FOR INSURANCE.

Just as you would visit more than one truck dealer when you buy a new truck, you should look at more than one insurance provider - preferably ones that specialize in trucking.

For the complete article, visit www.etruckers.com

For more information or a dealer in your area,
call 800.777.2671 (USA) or +1.814.443.2671

NEW Smooth Side, Aero-dynamic Trailer

Joe Riccelli, owner of Riccelli Enterprises in New York, recently purchased this trailer. His company will use it to haul trash and other similar materials in the State of NY. The trailer was featured at J&J's booth at Waste Expo in May of this year.



The smooth sides on this polished aluminum live floor transfer trailer provide increased payload capacity and produce less wind resistance, allowing operators to save money on fuel.

J&J Reps Host Dinner at Waste Expo



Guests enjoy dinner at The Mark Miller Grill Room at the MGM Grand in Las Vegas. The dinner was held Monday, May 20, the evening before the Show opened.

Pictured from left to right (standing): Joe Riccelli, owner of Riccelli Enterprises, Jerry Johnson, Vice President, J&J Truck Bodies & Trailers, Dania Johnson, Tom Colucci, Riccelli Trucking, Jeff Pierce, Casella Waste Systems, Rich Riccelli, Riccelli Trucking. Seated: Tim Thompson, National Trailer Manager, J&J Truck Bodies & Trailers, Randy Romero, Riccelli Trucking, Shahira Hoffman, Marketing Manager, Riggs Industries, Fred Hoffman, Mark Riccelli, Riccelli Trucking.

View of smooth side trailer from inside the Show Floor at Waste Expo. Live floor transfer trailers are available with Keith or Hallco floors.



DynaHauler is a registered trademark of Somerset Welding & Steel



Mountain Tarp Systems provided the tarp for this particular trailer.

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This DynaHauler/HCX is a favorite with construction companies.



*Somerset Welding & Steel
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For more information on products manufactured by J&J Truck Bodies & Trailers, please fill out the form below. **Fax it back to: 814-445-8565** or email the requested information to skh@jjbodies.com.

Please send more information on (check all that apply):

- | | | |
|--------------------------------------|---|---|
| <input type="checkbox"/> Dump bodies | <input type="checkbox"/> Snow and ice control equipment | <input type="checkbox"/> Please check here if you would like to be removed from our mailing list. |
| <input type="checkbox"/> Trailers | <input type="checkbox"/> Road maintenance | |
| <input type="checkbox"/> Dump | <input type="checkbox"/> Crane service bodies | |
| <input type="checkbox"/> Push outs | <input type="checkbox"/> Lubrication units | |
| <input type="checkbox"/> Tippers | <input type="checkbox"/> Repair and other services | |
| <input type="checkbox"/> Live floor | <input type="checkbox"/> Other (please specify): _____ | |
| <input type="checkbox"/> Double | _____ | |

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