

The Long Hauler™

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

Russia and China Order J&J Dump Truck Bodies



Paccar International, Bellevue, WA, ordered five of these J&J steel dump truck bodies for a construction company located in Russia. They will be using them in the construction and replacement of bridges in their country. The dump bodies are mounted on T800B Kenworths.



Shanghai Freightliner ordered twenty-one of these J&J dump truck bodies for a customer in China. They will use them to haul overburden which is surface soil that must be removed to access coal seams and mineral deposits. The steel dump bodies are mounted on FLD112SDs.



J.D. Power and Associates Reports: Class 8 Truck Brand Loyalty on the Rise

For the first time in five years, the likelihood of Class 8 truck owners to purchase the same brand of truck when it comes time to replace their current vehicle increased over the previous year, according to the J.D. Power and Associates 2004 Heavy-Duty Truck Customer Satisfaction StudySM released today.

Forty-three percent of respondents indicate they will definitely purchase the same brand of Class 8 truck when replacing their current truck—up from 39 percent in 2003. However, in the late 1990s, the study showed repurchase intention levels at 50 percent or higher.

"The decrease of 10 percent in repurchase intention from the 1990s may not look like much, but when you're talking about lost sales, it's a disturbing downward trend," said Jen Loukes, director of the transportation industry practice at J.D. Power and Associates. "Overall product satisfaction scores followed the same

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Live floor transfer trailers are ideal for use in most any waste hauling or recycling application.

Live floor trailers eject horizontally and are primarily used to haul refuse, mulch, wood chips, recycling materials and/or demolition debris. These trailers are an excellent solution for waste haulers who unload at landfills where often times the ground is uneven or tipping platforms are unavailable. J&J uses live floors manufactured by Hallco® or Keith®. They feature a series of hydraulically powered slats that move the material quickly and efficiently out of the trailer. The trailers are available in steel or aluminum.

Built for the long haul.™



J&J's steel frame, aluminum body dump trailers are engineered for excavation, construction material hauling and other similar applications. This particular trailer was one of eight delivered to one of the country's leading independent, full service provider of residuals management services to municipalities and industrial customers.

Need more information on our dump bodies and trailers?

For more information on products manufactured by J&J Truck Bodies & Trailers, please email skh@jjbodies.com and tell us what products you are interested in getting information about. Don't forget to include your name, company name, type of business, address, and phone number. Or, you can always call us at 800.777.2671 (USA) or 814.443.2671.

If you would like to be removed from our mailing list, please email skh@jjbodies.com and provide the information that appears on your mailing label. Thank you.



Mike Praskalo (left), Paccar International, and Bill Riggs, President of Somerset Welding & Steel, take time for a photo while inspecting the trucks that will go to Russia.

JD Power

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slight downward trend over time, which helps to explain lower rates of repurchase intention and brand loyalty. However, the 2004 overall results show improvement, which is good news for the industry."

The study, based on responses from 1,596 primary maintainers of two-year-old Class 8 heavy-duty trucks, examines customer satisfaction for three truck segments—vocational, over the road and pickup and delivery—as well as for dealer service. The study, now in its ninth year, focuses on smaller fleets and smaller-volume owner/operators, with an average fleet size of 59 trucks and a single location.

Customer satisfaction for the three product segments is measured on six factors: quality, exterior, engine, ride/handling/braking, transmission and interior. In the over-the-road segment, satisfaction with the vehicle's sleeper is also measured. Kenworth ranks highest in customer satisfaction among vocational trucks, performing above average on each of the six factors and particularly well in the quality, exterior and interior factors. The top ranking is driven by the performance of the Kenworth T800, which receives strong scores across the board, but especially for the ride/handling/braking and exterior factors. Peterbilt and International also perform above the segment average.

The study also measures satisfaction with the service received from an authorized truck dealer's service department. The factors that impact satisfaction with a dealer visit are: dealer attitude, dealer facility, service quality, service delivery, service initiation, service advisor and price. "Kenworth continues to build vehicles that satisfy customers and it shows in the recognition they have received both this year and last year in the Class 8 study," says Loukes. "This focus on the customer is also seen in their medium-duty products, having received several awards in the J.D. Power and Associates Medium Duty Truck Customer Satisfaction Study."

International ranks highest in dealer service, with significantly improved marks across virtually all contributing service factors. International's strength is in the "people" factors—dealer attitude, service initiation and service advisor. Peterbilt, which ranked highest in 2003, trails International by just three index points. Kenworth and Mack Trucks also perform above the dealer service average. "International has a reputation for dealer service, ranking highest in dealer satisfaction in the firm's Medium-Duty Truck Customer Satisfaction Study for four of the past seven years," said Loukes.

Headquartered in Westlake Village, Calif., J.D. Power and Associates (www.jdpower.com) is an ISO 9001-registered global marketing information services firm operating in key business sectors including market research, forecasting, consulting, training and customer satisfaction. The firm's quality and satisfaction measurements are based on responses from millions of consumers annually.

Not All Bodies Are Created Equal

At J&J, we understand that owners/operators make a substantial investment when purchasing their truck chassis and tractor trailers. For this reason, we consistently build a high quality product that will complement any new truck. For over 45 years, J&J Truck Bodies & Trailers has been building a wide range of standard and specialty truck bodies and trailers. From standard specification packages to customized solutions, truck dealers and operators rely on J&J's experience and commitment to quality, to manufacture products that are designed to keep their truck bodies on the road -- where they belong.

Unlike other companies, J&J is one of the only body manufacturers to achieve our ISO 9001:2000 certification. This accomplishment demonstrates our commitment to truck dealers and operators, worldwide, that a J&J DynaHauler® truck body is built to last and built for the long haul. At J&J Truck Bodies & Trailers, there is no compromising on quality and each truck body and trailer is made with top grade materials and expert workmanship. A broad range of experience and the extensive line of DynaHauler® products has allowed J&J to successfully respond to the needs of our customers, placing us among the most respected manufacturers of truck bodies and trailers in the global marketplace.

Check out our web site for in-stock new and used trailers and dump bodies!

www.jjbodies.com

New J&J Distributors in New York

Municipal Dump Bodies
Nassau Suffolk Truck
Hauppauge, NY
631-232-3553

Trailers
Drive Train/Fleet Heavy Trucks
Holtsville, NY
631-475-8220
www.drivetrainfleet.com

DYNAHAULER/HCX Models



Philadelphia Freightliner ordered two of these heavy construction dump bodies from J&J. They were mounted on CL120 Freightliners and delivered to Landis Block and Concrete, a manufacturer and supplier of masonry and concrete products in Souderton, PA. The addition of reinforced horizontal side braces makes the HCX model a great choice for heavy-duty hauling applications.



This J&J steel truck body was built for a customer in Texas who will use it to haul heavy rocks and demolition and construction debris.

DynaHauler is a registered trademark of Somerset Welding & Steel.