

### 2020 Trade Show Schedule



Show	Dates	Location
NTEA Work Truck Show	3/4-3/6	Indianapolis
Mid-America Trucking Show	3/26-3/28	Louisville, KY
PA State Assn. of Townships	5/3-5/6	Hershey, PA
Waste Expo	5/4-5/7	New Orleans
NJ State League of Municipalities	11/17-11/19	Atlantic City, NJ

# NEED A DATE?

We do! | Help us with on-time chassis arrivals

J&J’s production schedule is created based on the chassis arrival date provided by customers at the time of order.

Incorrect chassis arrival dates can cause major scheduling problems if not communicated in a timely fashion. If there is the potential for a delay, please let your sales representative know with as much advance notice as possible.

J&J has made on-time delivery a top priority. As always, we thank you for your business.

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# The Long Hauler™

The Latest News from J&J Truck Bodies & Trailers • Volume XX • Issue 4 2019

# SNOWFLAKES WANTED

Sky’s the  
limit for J&J

Meet the director of  
operations [PAGE 2](#)

OLD MAN WINTER  
IS NO MATCH FOR  
J&J CUSTOMERS

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Want this parked  
in your inbox?

If you would like to have  
The Long Hauler emailed to you, contact Marketing  
Director Eric Knopsnyder at  
[eknopsnyder@riggsind.com](mailto:eknopsnyder@riggsind.com).



J&J CUSTOMERS  
SHOW OFF THEIR  
HOT BODIES [PAGE 7](#)



# THE SKY'S THE LIMIT

New director of operations sees bright days ahead for **J&J Truck Bodies & Trailers**

Since Michael Smitley joined J&J Truck Bodies & Trailers as director of operations in October one word has come up again and again: quality.

That's the top comment that he sees on customer surveys regarding J&J equipment.

"What you see across the board is the comments about the quality," Smitley said. "The one thing that we could improve on is our on-time delivery."

That's where Smitley comes into the picture. He has 28 years of experience managing production, mostly in welding and fabrication, but he has worked in some other industries as well. He's

already helped J&J in that area, as lead time has decreased thanks to a system that emphasizes better communication between departments including purchasing, sales, production. Smitley also wants to stress quality control measures throughout the production process so that any issues can be resolved prior to advancement to the next stage of development. The Wolf Robot welder in the truck body shop is also key to being more efficient, according to Smitley. He's looking to expand the number of tasks that it can perform as well as increasing the number of hours that it operates per day.

Smitley has been impressed with the

workforce in place at J&J, noting that a number of shop employees have called J&J home for a decade or more. Those veteran employees have helped instill a sense of pride in their younger peers.

"Quality and J&J goes together. That's already instilled in the newer people by the ones who have been here for 15 or 20 years," he said. "I think everybody in the industry knows that our reputation is for quality, being a leader in the industry. If I can hold up my end on the production side and keep our schedule where it needs to be, I think those two things will be a good combination for us. Pretty good days ahead."



## Customer Photos



*Joanne Mathis Penkert,  
Tarjet Hauling*



*Bryan Lambert,  
BHL Company*



*Donald Boyd, driver,  
Tri-Boro Materials*

**We asked users to submit photos of their J&J bodies via social media, and the response was phenomenal! Here are just a few of the dozens of photos that we received in less than 24 hours. We're sending a gift card to each of the users whose trucks appear here as a thank you.**

**Would you like to see your truck in a future issue of The Long Hauler? You can submit a picture to us via Facebook, Instagram, Twitter or Snapchat. Or email [eknopsnyder@riggsind.com](mailto:eknopsnyder@riggsind.com).**



*Michael Kaluzny,  
MK Trucking*





## WOMEN IN TRUCKING

The number of females involved in the transportation industry continues to grow, as evidenced by the recent Women in Trucking Accelerate! Conference & Expo in Dallas, Texas. J&J Sales Administrator Leigh Snyder and Order Processing Supervisor Samantha Zellem were among the 1,100 women who attended the event, which works to elevate the issue of gender diversity, develop women leaders, and explore how to leverage a diverse workforce for company success and engage and retain more females in the industry.



Leigh Snyder (left) and Samantha Zellem pose for a photo at the conference. Both said that one of their favorite parts of the trip was the chance to tour the Peterbilt plant.

## Contact us



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J&J Truck Equipment

## ON THE ROAD WITH J&J



## MDC 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.

## 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.



## LDC Light-Duty Chassis

The DynaHauler LDC dump body is designed for contractors, landscapers, and government agencies who need a smaller dump truck that works like a heavy-duty workhorse. It's a great choice for road maintenance and construction applications. Available in steel, aluminum, and stainless.



## Outfit your truck with a wetline kit installed by J&J



J&J Truck Equipment takes the guesswork out of your wetline installation by helping you choose the right wetline kit and then installing it on your truck. We recently installed this wetline for Baltimore Mack.





# 5 keys to owning Old Man Winter



## 1 Get the right truck for the job

A medium duty (MDC) aluminum body from J&J is an excellent choice for municipal snow and ice control. These versatile dump bodies can deliver years of reliable service with a plow on the front and spreader on the back.



[jjtruckequipment.com](http://jjtruckequipment.com)  
1-877-455-8785  
[jjbodies.com](http://jjbodies.com)

## 3 Keep it 100

Regular maintenance is critical to the longevity of your snow and ice control equipment. Winter can be hard on even the best products, so get it checked out by the experts at J&T Truck Equipment before and after the snow starts to fly.



## 4 Handle with care

Choosing the correct hydraulic system is important when it comes to snow plows. Our experts will make sure you have the controls you need at your fingertips.



## 2 Know thy foe (hint: it's snow)

There are plenty of considerations to be made when buying a snowplow - from what types of job you'll be doing to what vehicle you'll be using to blade material. J&J Truck Equipment is here to help you get it right.



## 5 Spread the love

A salt or sand spreader on the back of your plow truck is the perfect way to combat slippery road conditions.

