

AUTO TRUCK GROUP FLEET BEAT

Making Trucks into Tools since 1918

autotruck.com

December 2005

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Have a . . . cup o' joe by Denny Jones



.....Have you taken a look--a look at **autotruck.com** that is? The official website of Auto Truck Group has been updated to not only a new look but also increased functionality. Our website has been used for years by customers to inquire into pool unit availability, product research, available demo units, on-line status reports and other interests. It seems today, these past reasons to visit our site are still of top interest. Today, we are receiving "hits" from all over the world, inquiring into services and product availability. Do you think our globe is shrinking? I don't-- I believe it is expanding. If you have not taken the "tour" of our new autotruck.com site recently, we invite you to take a look.



.....There are potential transportation issues in the delivery of new cars and trucks. Bottom line there are not enough rail cars to move the products the automotive plants are producing. The volume produced exceeds at times, the available rail cars to handle the delivery of this product. There are new rail cars being produced but this is a long term solution. For the short term there will be periodic transportation issues for delivering new cars and trucks.



.....Everybody is talking about the upcoming diesel

emissions effective January 1, 2007 and speculating what additional costs will be associated to meet these new regulations. It has finally been put in print. International Trucks estimates the cost of the equipment and technology required for medium duty diesel engine emission compliance will be from \$ 5,000.00 - \$ 6,000.00 per truck and \$ 7,000.00 - \$ 10,000.00 for Class 8 truck compliance. Also you should be aware that it would be highly unlikely that we will be able to move engine exhaust components, as we are able to do today. The exhaust parts installed by the truck manufacturers will probably not be able to be modified. This could have a huge impact on body design and installation as well as day-to-day truck applications.



Denny Jones
VP Sales & Marketing



..... for Louisville Truck Equipment Ford Ship Thru customers- Auto Truck has stepped up and added another 15,000 sq ft building and 5 acres of land to service our Ford Ship Thru customers. This additional facility will be primarily used for quick turn units such as tool boxes, caps and

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Fleet Sales - Jeff Shreve

If you call Fort Wayne Fleet Equipment you may have the opportunity to talk with Jeff Shreve. Jeff is the Fleet Sales Coordinator and works with several Fleet accounts as well as some local market customers.

Jeff gets involved with providing quotes for customers, specing and loading orders, status reports and customer service. Being involved with the whole process, from the order entry to the delivery, is very rewarding to Jeff. Jeff's cheerful voice is a reflection of the genuine enjoyment he feels when he can help out a customer.

Jeff has been with Fort Wayne Fleet Equipment for nearly eight years. He began in the logistics & shipping department before undertaking this role in the Fleet Sales department two years ago. Prior to this, Jeff gained experience in retail sales, and logged one year toward a Civil Engineering degree at Indiana Tech in Fort Wayne. He intends to continue taking classes in the near future.

In the meantime, he enjoys spending time with his wife, Andrea, of 3 years and 17-month old daughter, Regan. "Being a new Dad can be a job in itself, and I've loved every minute of it." Jeff says. As a self-described "football fanatic," Jeff follows the NFL from Spring Training to the SuperBowl. He also holds season tickets to the Fort Wayne Freedom, a professional indoor football team that plays from spring to mid-summer. That leaves a small window for time at the lake with his family and playing a little golf. Jeff is known to clobber the golf ball a long way. And then the NFL starts up again.



Jeff Shreve
Fleet Sales Coordinator

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Auto Truck Engineering

Auto Truck has a full service engineering department that provides many valuable benefits to customers. To meet customers' custom-build requirements, Auto Truck can provide feasibility analyses, and design, as well as manufacturing, structural, electrical and hydraulic engineering services. Auto Truck also designs to legislation compliance standards.

The engineering department is comprised of Guy Chollet, Mike Oliver, and Nathan Marks. They are located at the Auto Truck-Bensenville facility, but serve all the Auto Truck Group Companies, and are available to travel and meet with facility managers and customers.

Some of engineering services provided are:

- Feasibility studies, material requirements, legislation standards
- Built-to drawings, electrical and hydraulic schematics
- Weight analysis, axle distribution, CG location
- Stress, fatigue & maintenance, failure analysis
- Technical writing, parts & service manuals, operating instructions, engineering specifications
- Design optimization analysis

For the engineers, interesting and "new" situations are considered common, and they enjoy developing an endless array of solutions for customers.



Food Drive at Layton
 by Sam Gossage

The employees at Layton Truck Equipment conducted the annual food drive to help the Springs Rescue Mission. These donations helped supply the Thanksgiving Banquet and many others during the rest of the holiday season.

Due to the contribution that the Springs Rescue Mission made to the Hurricane Katrina victims, there has been a shortage of food for the local area. Layton employees responded to the need, and filled the toolbox 3 times.

Aramark's Fleet: a variety of needs

Aramark is an international company specializing in food services and high-quality uniform and work apparel. Headquartered in Philadelphia, PA, Aramark has approximately 242,500 employees, serves clients in 20 countries, and tallied \$10.2 billion in total sales for the fiscal year 2004.

For the past ten years, Auto Truck has provided the upfitting for Aramark's full sized vans, pick ups, and heavy duty trucks. The custom packages include various combinations of interiors, shelving, bed liners, snow plows, dumps, spreaders, and special lighting applications. Auto Truck also provides assistance on final delivery.

The orders primarily go through Fort Wayne Fleet Equipment under the

watch of Tim Yaste, but on occasion Aramark orders have been built at Layton Truck in Colorado Springs, or Auto Truck in Bensenville. The final destination and chassis availability are factors that determine which Auto Truck facility is most beneficial for the customer.

One of the more recent interior packages for Aramark include components from the JemRack system. JemRack is a new line carried by Auto Truck, which was picked up at the request of Aramark.

Scott Surrell, Aramark's Vice President of Fleet Services, says Auto Truck's access to Pool Units has been a tremendous benefit. He also

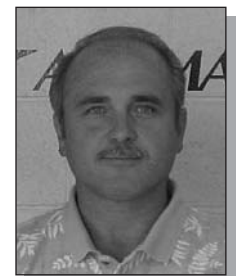
appreciates the help with product specifications, on-time builds and keeping the schedule. "They are good partners," says Scott, who has been with Aramark for 20 years.

Scott spends his free time with his wife and children, and especially enjoys watching his kids play soccer and basketball. His family also owns five German Short Haired Pointers, which begs the question—which is larger, the family's grocery budget or the dog food budget?

Darrell Shalters is Aramark's Director of Fleet Services, and works out the fleet details with Auto Truck's Bill Sammons, Regional Sales Manager. Darrell has been with Aramark for 19 years, and enjoys restoring classic cars. He recently refurbished a 1965 Ford Cobra.



Scott Surrell
 VP of Fleet Services
 Aramark



Darrell Shalters
 Director of Fleet Services
 Aramark



GM "PIE" Partners in Excellence!

Auto Truck Group Companies were recently invited to participate in GM's "PIE" Partners in Excellence Shows.

South Central Region in Dallas—Randy Sirko & Charlie Mason from Layton Truck Equipment attended the first show for this region. The event sported very good dealer attendance with 30 upfitters displaying products. Layton displayed a Chevy 3500 with 11' Henderson dump body and Western snow plow - the plow got a lot of attention in Texas!



displayed an IMT crane, a Rugby dump body and a Meyer snowplow. Auto Truck had the opportunity to make a presentation to dealers about the company, and several orders were written at the show.

▼ Below: **Western Region in Las Vegas**—Denny Jones, Dan Applegate (left) and Randy Sirko (right) attended. This was our 8th time at this show! On display was a C4500 CrewCab with 12' HD Knapheide stake body.



► Right: **Lake Geneva**—Brett Wise, Jim Rudy, Cody McCabe and Mark West attended from Auto Truck. There were about 120 GM dealers from the Midwest who attended the show. Auto Truck

Farewell to Gene

Eugene J. "Gene" Dondlinger, passed away on November 19, 2005, following an extended illness. Gene's father purchased Auto Truck Inc. in 1929.

Gene grew up in the family business, and served as Auto Truck's President from 1962 to 1987, following his father's retirement.

Gene is remembered by his business associates as a man with great integrity who always took the "high road."

Gene was a devoted family man and is survived by his wife, LaVerne, his children Mary Lynne (Douglas) Hixson, Jim (Jan), Peggy (Gage) McCotter, Susan (Gregory) Koutsouros, Thomas (Karen) and Maureen Dondlinger; 13 grandchildren and seven great-grandchildren.

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decal projects. This facility will be a great addition to our existing Louisville facility upfit requirements. Come visit us in Louisville and take a first hand look at this new facility.



.....Come visit us! We always have the "Welcome Mat" out to all of our customers, suppliers and industry friends. We are proud of our facilities, our employees and the products we produce. If you are anywhere near Chicago, Aurora, Fort Wayne, Louisville, Denver or Colorado Springs, please stop by to say hello and take a tour. The directions to our facilities are located at autotruck.com.

DO YOU KNOW...

In how many states is Auto Truck "Field Service" available?



For the answer:

Go To autotruck.com

News and Notes

The National Highway Traffic Safety Administration has new labeling requirements for all vehicles under 10,000 lbs. GVW, that are manufactured on or after September 1, 2005. In compliance, Auto Truck now installs a placard, which includes the required information. This is usually installed on the driver's side B-pillar.

TIRE AND LOADING INFORMATION			
SEATING CAPACITY		TOTAL	FRONT REAR
The combined weight of occupants and cargo should never exceed Kg. or Lbs.			
TIRE	SIZE	COLD TIRE PRESSURE	
FRONT		SEE OWNER'S MANUAL FOR ADDITIONAL INFORMATION	
REAR			
SPARE			

▲ Example of New Tire Placard.

\$50,000 Challenge for Katrina Relief—Upon seeing the destruction of property and lives that Hurricane Katrina caused, we wanted to help. Auto Truck Group issued a challenge to its employees and agreed to match cash donations dollar for dollar, which were made to hurricane relief charities, up to \$50,000. We wish our fellow Americans well as they rebuild their lives.

Please welcome these new employees to Auto Truck Group Companies:
Phil Brungardt - Inside Sales in Colorado Springs;
D.J. Leaverton and **Will Robinson** - Outside Sales based in Denver;
and **Pat Woulfe** - Inside Sales Support in Denver.

Making Trucks into Tools since 1918

We Have Great Solutions for Snow and Ice Control!



▲ Henderson 10' Unibody II with 11' Snowfoe Reversible Plow and 9' Snowfoe Mid-mount Wing. Call for a quote on snow and ice control equipment.



1200 N. Ellis Street
 Bensenville, IL 60106



SCHEDULE OF EVENTS



Auto Truck Group employees will either participate in or attend the events below:

ProGreen Expo - Landscape / Dump Body
 January 25-27, 2006
 Denver, Colorado

Chicago Auto Show
 February 10-19, 2006
 Chicago, Illinois

Rocky Mountain Asphalt Equipment Show
 February 25-27, 2006
 Denver, Colorado

NTEA Work Truck Show
 March 1-3, 2006
 Atlanta, Georgia

NAFA 2006 Fleet Management Institute
 & Law Enforcement Conference
 May 6-9, 2006
 Orlando, Florida

BCA Construction Trade Show
 March 8-9, 2006
 Fort Wayne, Indiana

AREMA / REMSA Show
 September 17-19, 2006
 Louisville, Kentucky