

A CHANGE OF PLACE

EXPORTING MORE USED TOW TRUCKS COULD ALTER OUR INDUSTRY

By Allan T. Duffin

Over the years, the United States has done a lot of business with Central and South America, trading everything from fruit to oil to machinery. Exporting vehicles there is another part of the profitable import/export market and some American manufacturers and towers believe that increasing out-of-country sales benefits American tower reputations as well as their pocketbooks.

In 2005, the U.S. Department of Commerce reported that American manufacturers exported over \$4.2 billion worth of vehicles, including both used and new tow trucks, to Latin America. Caribbean. FleetTruckParts.com, headquartered in Calumet Park, Ill., was one of them.

The company began fabricating heavy-duty tow trucks under the name WayneBuilt in 1970 and sells medium and heavy-duty equipment and parts, including factory surplus, used trucks, salvage vehicles, and major truck component cores. During the 1980s, the company expanded its sales markets to Mexico, Central America, South America, Africa and the Middle East.

"We originally got into the truck export market to serve a growing need for American-made trucks, equipment, and parts in the world marketplace," said President Rob Bramlette. The successful business was built through old-fashioned word-of-mouth advertising as buyers learned about the company from fellow importers.

Over the last three decades, FleetTruckParts.com has engaged in direct exports and has also sourced specific inventory from around the U.S. for its customers. The company's overseas buyers come from one of two camps, said Bramlette. "We sell to importers who are end users of the equipment. We also sell to importers who serve as 'middle men' and supply



An exported Miller Century Formula I 412 mounted on a Mexican Ford F-350 at the Indy Car race in Monterrey, Mexico. The Mexican F-350 is different from the U.S. F-350. Photo courtesy of Tom Griffin, Director of Export and Government Sales, Miller Industries, Ooltewah, TN.



Employees of Wayne Built, in Calumet, IL, prepare trucks for export to Costa Rica. Photo courtesy of Rob Bramlette, President, FleetTruckParts.com, Calumet Park, IL.

their marketplaces with American trucks, equipment and parts."

Towers Here & There

Despite slight differences in the equipment they use, towers around the world share similar responsibilities on the road. "Most towing companies in Central and South America are no different from what we find in the United States," noted Tom Griffin, director of export and government sales for Miller Industries in Ooltewah, TN. "There are small, medium, and large companies, some more professional than others, all competing for business." However, said Griffin, much of the vehicle fleet in those regions is older than that of the average

When one of these vehicles breaks down or is involved in an accident, tow operators need the latest technology to perform effective recovery operations. Because of the expense involved in purchasing new equipment, towers in Central and South America are gradually making the transition to the new technology. "Economics do not allow them to change their entire fleets at once," said Griffin. "However, when it's time to replace a vehicle, they fully understand what is available on the market. They look to buy the best equipment possible."

Duties, Taxes, Regs, Fees

In addition to the high cost, exporting tow trucks requires coordination with various governments, each with its own set of rules. In addition to obtaining an export license from the U.S. Department of Commerce, American exporters are subject to import duties, value-added tax (VAT), plus other taxes and fees levied by the countries receiving the exported goods. Colombia, for example, levies a 15 percent import duty on foreign goods. The costs can add up quickly.

Certain countries place additional restrictions on their import sales. Gary Coe, partner in Golden West Towing Equipment of Anaheim, CA, recalls a bulk sale of tow trucks to Mexico in 2004: "We sold somewhere between 14 and 17 trucks," he said. "The government stipulated that the trucks had to have model years between 1995 and 1998." Once the trucks were verified as the appropriate vintage, the rest of the transaction went smoothly. "Our buyer wired the money, and we shipped the trucks via transporter using a driver who was authorized for international transport."

At Miller Industries, Tom Griffin has noticed an increase in regulations enforced by Central and South American governments. Some of the newer rules are driven by ecological concerns. "Most of the major cities in Latin and South America suffer from the same smog and pollution as our cities here in the United States," said Griffin. "In fact, most of them have a much older vehicle population, and pollution levels are considerably worse."

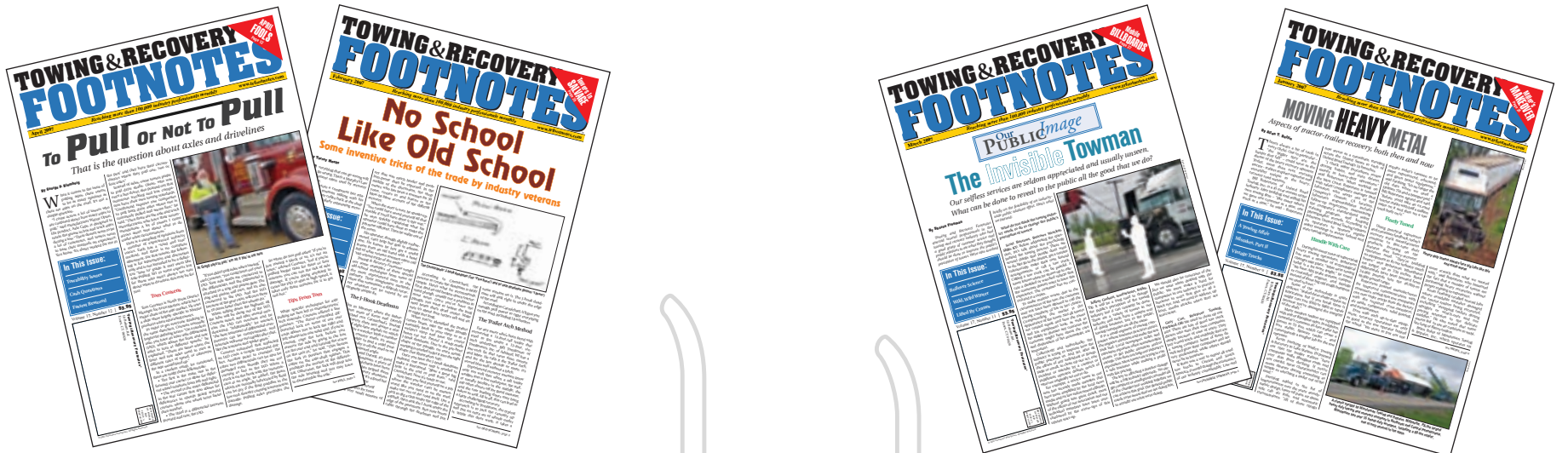
To reduce toxic emissions, governments have placed restrictions on the importation of older vehicles. In addition, many countries have their own truck assembly factories and limiting imports helps support their domestic economies.

American towing firm – many Central and South American towers still operate classic Holmes 600 and 750 series wreckers, for example.

Over the years, however, Griffin has noticed a gradual change in the tow truck export business. "The middle class is growing," he stated, adding that this group is purchasing new vehicles like those offered in the United States. "When you travel the streets of Mexico City, Quito, Caracas or São Paulo, people are driving Camrys, Tahoes, Muranos, Explorers and so on," pointed out Griffin. As for trucks, new class-8 models include Volvo, Renault, Mercedes, MAN and Scania, "as well as the Freightliner, International, and Kenworth models found here in North America."

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TOWING & RECOVERY FOOTNOTES

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Economic Effects

From a purely business perspective, navigating the roadblocks toward establishing and growing an export business is worth the effort, said Gary Coe. "If American distributors could increase the number of used tow trucks exported to Central and South America," he said, "it would change the economics of our industry considerably."

According to Coe, the reputation of the American towing industry is hampered by good tow truck drivers who are not business people. They launch towing businesses by purchasing inexpensive used tow trucks. "Because these trucks are cheap, untrained opportunists, towing predators, and weak businessmen just

owner of Francisco Towing in Bensalem, PA. "These fly-by-night tow firms buy cheap used tow trucks, charge really low rates, then crash their trucks or damage the vehicles they're recovering," he said. "The insurance company handles a huge payout for damages, and then everyone's insurance rates go up."

Because of this problem, an increased emphasis on exporting used tow trucks would greatly benefit the American towing industry, said Coe. He theorized that an increase in used truck exports would drop the available supply in the United States. The resulting shortage would make it difficult for opportunists to start towing businesses on the cheap.

Killing The Weeds

This "weeding out" of low-reputation towing companies would be of great

advantage to those towers who do the job right. "Low-end towers would then be forced to qualify for financing on new trucks," said Coe – a much more expensive proposition. "When you have cheap tow trucks, it makes it

too easy to get into the industry."

In addition to quick-buck artists, Coe pointed to what he called "uneducated, non-business savvy towers" who, after years of doing great work



Rob Bramante

Wayne Built entered the truck export market 30 years ago. These piggybacked tow trucks will be driven to their destination.

for a towing firm, open their own business and charge low rates as if they're still working for wages somewhere else. "Some of these towers – who don't know any better – are working right out of their apartments," he said, often for auto clubs and cut-rate prices. "Yes, they have a truck. Yes, they have insurance. But the auto clubs will never step up to competitive prices as long as there's a backlog of people looking for towing contracts at cheap rates."

Coe has seen many small towing firms come and go. Hampered by their own low rates, some new companies struggle financially, their equipment

gets repossessed, and then another tower picks up the vacated assignment. Higher prices on equipment would keep these towers from suffering, said Coe. "If, for example, everyone had to buy a new truck or one that was no more than three years old, it would change the situation considerably."

Overseas They Go

Importers from Central and South America have taken the initiative in purchasing used wreckers in the

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"Cheap tow trucks make it too easy to get into the industry."

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The participants stayed in the oceanfront Crown Reef Hotel. Hands-on demos, auction, and a barbeque lunch were hosted by Rick Rahner's nearby Quality Towing & Service Center. No vendors, no beauty contests, no special events— just teaching and learning.

Ronnie Smith of Rudy Smith Towing & Recovery in New Orleans told how he and his brothers recovered their business after Hurricane Katrina and Dennis Richards of GE Motor Club described towing techniques for new high-end cars, using a Porsche

Jeff Godwin discussed the many ways Sprint and towPartners help towers add benefits and bring down costs. Co-sponsors were T&R Footnotes, towPartners, Sprint/Nextel, GE Motor Club, Miller Industries, Automemories, Coe Consulting Group, Tow411, and Beacon Software.



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United States. In his Pennsylvania town, Alan Francisco has noticed that business people from other countries are purchasing used trucks and parts and then shipping the merchandise back home to sell. "They buy the older stuff, and then overseas it goes," said Francisco.

Francisco argued that American manufacturers and distributors should do more to take advantage of the market for overseas sales of used tow trucks. "The major manufacturers are primarily focused on selling new tow trucks," he said. "If they'd look at selling [exporting] used trucks, there would be a lot fewer junk trucks around."

"Establishing and growing an export business is worth the effort"

Rob Bramlette pointed to another benefit of an increased export market. "The American tow truck manufacturers make the best equipment in the business," he said. "So when you're selling it in a global marketplace, it



Foreign towmen with a Miller export



A Century exported by Miller

helps to have that brand-name recognition and quality manufacturing behind the equipment. As export volume rises, it provides crucial jobs for the American worker."

Thanks to the established export network for American trucks and equipment, noted Bramlette, "a piece of equipment that might otherwise bring in little or no money, or sell at a scrap price, will often retain a higher resale value." Preparing tow trucks for export creates jobs in the U.S., including truckers, dismantlers, and salespeople, creating a "win-win situation," he added.

In addition, Central and South American towers' needs for up-to-date towing technology help boost export sales of both used and new tow trucks. "The population of new vehicles drives the demand for our modern towing and recovery equipment," remarked Tom Griffin. But since not every tower can afford brand-new equipment, the market for used equipment will contin-

ue its steady sales as well. "There is a market for good used equipment with the more recent technology," said Griffin. "Even in smaller markets the end users are familiar with the technology, and will still be looking for good deals on used equipment."

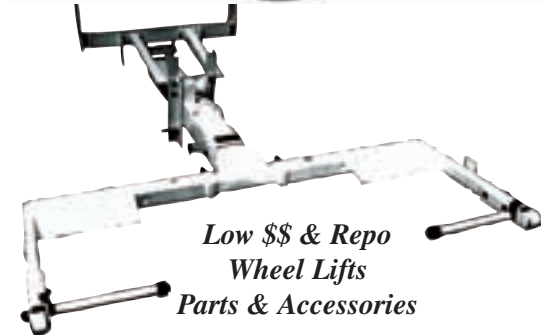
What does the future of used tow truck exporting look like? Tom Griffin sees strong demand for used and new towing equipment, "but the buyers will be smarter, looking to buy quality, technology, and something with readily available spare parts."

For Bramlette, business has been on the upswing. "But," he cautioned, "as foreign competition increases, it will be up to U.S. towing manufacturers to continue producing a competitive product at competitive prices. Good service and selection will keep the export business alive through the up-and-down cycles of the export business." ❖

See DYNAMIC, page 31

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Dynamic Exports

The Virginia Economic Development Partnership (VEDP) accepted three Hampton Roads, VA companies into its Virginia Leaders in Export Trade (VALET) program. The program assists Virginia exporters that have firmly established domestic operations and are committed to international exporting as an expansion strategy. One of the three companies named was Dynamic Towing Equipment & Manufacturing, Inc. of Norfolk.

Dynamic was established in 1983, with new ownership in 2004. The company operates two facilities with a combined space of approximately 40,000 square feet. As towers know, Dynamic's main products include manufacturing light-and medium-duty tow trucks, roll-backs, patented Stealth under-reach wheel lift units, and a new concept car carrier known as a T-180.

"We receive more than 400 inquiries from abroad each year via fax or the Internet, as well as international inquiries from letters, phone calls, and trade shows," said Robert DeSole, CEO of Dynamic. "Instead of waiting for orders to come in, Dynamic would like to be proactive in developing export trade. We will now be able to meet our goals for international trade with the added resources now available through Virginia's VALET Program."

The VALET program utilizes services from a team of experienced international service providers who assist the VALET companies with their international goals. Service providers such as attorneys, Web designers, bankers, translators, and freight-forwarders contribute essential skills for expansion into international markets.

The VALET program was recognized as a national model in November 2004 by the National Council for Public-Private Partnerships (NCPPT) for VALET's innovation in bringing the public and private sectors together to achieve a benefit for the public. To learn more about the VALET program, email Parpart@Yes-Virginia.org, or visit the programs tab at www.ExportVirginia.org.

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TOW TECH

Ahead Of The Times

Kemp's has innovated to meet the challenges of change

By Alison Johnson

To survive 75 years in the towing and wrecker service industry, a company's ability to adapt is the key. Kemp's

Manufacturing Inc. in Birmingham, AL is one such business.

Kemp's was at the forefront of bringing hydraulic wreckers to American businesses during the late '70s, and

today, Kemp's still aims to develop equipment that modernizes businesses while saving money.

With customers throughout the United States as well as in England

and Canada, Kemp's has succeeded by remaining a small business with less overhead than larger companies and no debt, said General Manager John Baggett. "We try to help towing businesses keep their equipment prices down," said Baggett, who has worked at Kemp's for more than 35 years.

Kemp's has come a long way since its founding in 1932 as a repair garage and wrecker service. From there, the business evolved into Kemp's Wrecker Service, a towing and recovery business that steadily grew into one of the nation's largest towers.

Inspired In Italy

Then in 1974, owner Charles Kemp traveled to Italy and saw something that changed his company's direction forever: his first hydraulic wrecker! Kemp was so impressed that he began developing a conversion for his Holmes 750 wrecker when he got home.

Originally, Kemp just wanted to modernize his own fleet. But other towers soon took note of the goings-on in Birmingham and asked him to work on their units.

A new business was born, and hydraulics caught on fast. The converted units often increased individual company's revenues by about 40 percent, Baggett said. Wreckers looked more modern than mechanical units and caught the eye of customers. Many drivers who used them also could do about two more hours of work a day with less exhaustion.

"Hydraulics didn't really change what people could do, but the ease you could do it with," Baggett said. "It took a great deal of work out of jobs compared to working with mechanical wreckers. Hydraulic wreckers really changed the whole industry."

Conversions kept Kemp's Manufacturing busy from the late 1970s to the late 1990s. When business began to slow, the company once again decided to move in another direction and develop a complete wrecker.

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Kemp's Manufacturing Inc. in Birmingham, AL and the 50-ton Rescuer II

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<p>14 TON</p>	<p>WHITE 2007 INTERNATIONAL 4400 loaded cab exhaust brake w/ Jerr-Dan 14 ton integrated wrecker light pkg, med duty tire lift, frame forks, L arms</p>	<p>25 TON</p>	<p>2006 KENWORTH T800, Cat C15, 13 spd, 25 ton Jerr-Dan integrated hydraulic wrecker, dual control stations, dual DP 25,000lb. planetary winches, 50,000lb. integrated boom, tons of lights & toll space, 5th wheel, pintle hook, 14,000lb. HD tire lift, Call Dave for details!</p>	<p>25 TON</p>	<p>VIPER RED 335 PETERBILT C7, 330 hp, Cat exhaust, brake, air ride, dual alum fuel tanks w/ Jerr-Dan 500/280 25 ton wrecker body (1) 49" tunnel toolbox 112" main body 60" lightbar under body light kit, 5th wheel adapter plate w/ 2" ball heavy duty tire lift</p>
<p>25 TON</p>	<p>2006 Kenworth T800 475 hp, C15 Cat, 13 spd, dual exhaust dual fuel tanks, dual stainless air cleaners, alum whls. w/Jerr-Dan 500/280 25 ton wrecker body (2) 49" tunnel toolbox 86" main body 60" lightbar mini wing strobe lights under body light kit, 5th wheel adapter plate w/2" ball Heavy duty tire lift pocket V wireless remote</p>	<p>25 TON</p>	<p>2007 WHITE PETERBILT 378 475 hp, C15 Cat, 18 spd, 14,600 front axle 46,000 lb rear axle, cross lock rears w/ Jerr-Dan 500/280 25 ton wrecker body (1) 49" tunnel toolbox (1) 24" tunnel toolbox 146" main body 60" lightbar mini wing strobe lights under body light kit, 5th wheel, adapter plate w/ 2" ball, heavy duty tire, lift pocket, V wireless remote counter weight</p>	<p>50 TON</p>	<p>2007 BLACK PETERBILT 378, 475 hp, C15 Cat, 18 spd, 20,000 lb front axle 46,000 lb rear axle, 20,000 lb pusher axle cross lock rears w/Jerr-Dan 1000/565 50 ton wrecker 176" underlift counter weight 18 function proportional wireless remote</p>
<p>50 TON</p>	<p>2007 PETERBILT 50 TON WRECKER, C15/475HP, 18 spd, dual stainless air cleaners, dual exhaust, dual tanks, air ride seats, tilt, alum. wheels, eng. brake, w/Jerr-Dan 50 ton independent wrecker, 170" composite/alum. main body, w/(2) 24" vert. compartments & (3) horiz. compartments per side, (1) 49" tunnel toolbox, 3 stage 176" underlift, HD tire lift 25,000 lbs., 5th whl attach, pintle hook w/2" ball, (2) 50,000 DP Planetary 2 sp. winches, 18 Function Proportional Wireless Remote, 60" light bar, (2) 21" mini-wing strobes, millennium lighting, tool & body lighting, 4 sets frame forks & spring hanger attachments & counter weight. Call Dave NOW!</p>	<p>35 TON</p>	<p>2007 WHITE/RED PETERBILT 378, 475HP C15 Cat, 18 spd, 20,000lb. front axle, 46,000lb. rear axle, cross lock rears w/Jerr-Dan 700/480 35 ton wrecker, 181" underlift, counter weight, 18 function proportional wireless remote, Call For Details!</p>		

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AHEAD OF THE TIMES

continued from page 34



A Rescuer II recovers a loaded sand tanker from a steep embankment



Tragically, the driver of the tanker was killed in this wreck

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unbreakable boom, was created for heavy towing and recovery. It has 100,000-pound lift capacity with two 50,000-pound planetary two-speed winches and two optional 15,000-pound two-speed winches.

"Most of our customers came from services that already had conversions and knew of their strength, ability and ease of operation," Baggett said.

Other Kemp's products include rear hydraulic stiff legs with flat or spade feet and electric-air drum releases for 600 and 750 wreckers. The company can ship those in kit form or install them at the Birmingham location. It also continues to offer hydraulic boom and winch conversions.

The company's latest offering, called the "Super Swap," is a detach unit that can transform any tandem tractor into a towing unit. An optional power unit allows for use without tractor preparation.

"This unit is especially important because the power unit can be used in many different ways but only requires one insurance premium," Baggett said. "Saving on insurance is one way to make a much healthier bottom line."

The Bottom Line

Kemp's has worked hard to keep the same healthy bottom line itself. With about 30 employees, it remains in the Kemp family. Charles Kemp's widow, Christina, is the owner. Kemp's two sons work with her in the wrecker service – the company

typically runs 12 to 15 units – while Baggett oversees manufacturing. The small staff means Kemp's faces fewer administrative costs. The company also finances all of its projects rather than going into debt.

"We don't work for the bank or owe anybody anything," Baggett said. "We don't have 100 secretaries answering phones. We're not hard-pressed to sell a lot of stuff like the big companies. Product growth may be slower developing than most companies because we test our own equipment in our own service, but we only sell after quality is proven."

As for the future of the towing industry, Baggett is worried that companies won't be able to bring in enough revenue to offset huge jumps in fuel, insurance, and equipment costs. Uninsured towers who run single-truck operations also are increasing the squeeze by offering cut-rate prices. Businesses will have to streamline their staff – nobody can be sitting around not working hard – and be creative, he said.

Kemp's hopes to help. The company has numerous new products in development, Baggett said, although he declined to discuss them until they are completed and patented. He'll say only that they are innovations the industry hasn't considered.

The venerable business is still adapting. "That's what we've always done," Baggett said. "That's what has kept us going all these years, and we plan to just keep on going." ❧

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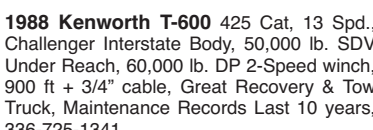
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2007 335 PETERBILT. Stock#696572. 315hp Cummins, 10-speed trans, 2-57 gal alum fuel tanks, air ride suspension, Century model 5130, Serial#5130-0358-106, 25 ton boom, 2-25,000lb winches, alum body, air winch free spools.

1995 IH 9370. Stock#013773. 425hp 3406 cat, 13 speed trans, 48" sleeper, air ride suspension, 2000 jerr dan 500 280, 25 ton boom two-25,000lb winches, Whelen strobe light bar, 3 stage underlift, wired remote.

1991 FREIGHTLINER FL112. Stock# 472478. 12.7 detroit 400hp - 15 speed trans - 379,000 miles - air conditioning.

1993 VULCAN V-60. Serial#930000173. 30 ton boom, two -30k planetary winches, amber light bar, 3 stage underlift.

2006 FORD F550 4X4. Stock#d52260. 6.0 diesel, 6 speed trans, power windows, power locks.

VULCAN MODEL 882. Serial#882-02571-e06, 8 ton recovery boom, two-8,000lb winches, stainless steel body, 24" tunnel tool box.

2005 IH 4300. Stock#138181. v8 diesel, automatic trans, 79,000 miles, aluminum wheels jerr dan 12 ton, 12 ton boom, two-12,000lb winches, two-24" alum tunnel boxes, med duty truck hitch, 60" ca alum body.

1984 S MODEL IH Stock#a60581. 240hp cummins, 10 speed trans, 11 r24.5 tires, 182" wheelbase, century 712, 12 ton boom, 2-12,000lb winches, winch free spool handles, hydraulic rear spades, federal amber light.

1984 FORD L SERIES. Stock#a41429. 210hp 3208 cat, 10 speed trans, air brakes, odometer shows 214,000. Century model 820, two 20,000lb winches, 20 ton boom, serial# 1-0236-g82, hydraulic rear spades, upper floods.

2003 IH 4300. Stock# 578629, dt466 e 6cyl, automatic trans, 205,000 miles, 265,000# gvw champion 21' steel, 10,000# deck, 8,000# winch, steel cab protector, cable tensioner, upper work lights.

1980 359 PETERBILT. Stock#7411kp, 400hp v-8 cat, 4+4 transmission, air ride suspension, air conditioning, Century 1040, 40 ton boom, 3 stage recovery boom, two-40,000lb winches, code 3 xl light bar, hd truck hitch.

1995 CHEVY C7500. Stock#100676. 3116 cat engine, 10 speed trans, 30,100 gvw, air brakes, 9513 - serial# r74954, 14 ton boom, two-14k winches, 1280 underlift 3 stage, 12 axle forks.

2003 FORD F550. Stock#d38874. 6.0 power stroke, 6 speed trans, 19,000lb gvw, 65,000 miles, Century 412, 8 ton boom, two-8,000lb winches, 24" tunnel box, swivel l-arms, car sling.

2000 CHEVY 3500 2WD. Stock# 414196. 350 v8 gas, automatic trans, 101,000 miles, power windows, century 211, 8,000lb winch, steel light pylon, mx 7000 light bar, chrome hand rails, lower work lights.

1999 FORD F450. Stock#d76579. v10 gas engine, automatic trans, power windows, power locks, holmes 440, serial# 198 ita 1163 - 8 ton boom, one 8,000lb winch, code 3 mx 7000 light bar, 2 insert tool boxes.

1999 CHEVY C6500. Stock# 501312. 3116 cat, 6 speed trans, 23,900 gvw, 339,000 miles, Champion 19' steel, serial# 0897 04761 19s, 8,000lb winch, steel cab protector, remote winch free spool, red light bar.

1999 IH 4700. Stock#206762, DT 466, 7-speed trans, 25,000 gvw, air conditioning, Vulcan model 896, Serial#896 00503, 12-ton boom, 84" steel body, 24" tunnel box, 2-12,000lb winches.

1995 CHEVY HD 3500. Stock#110654. 6.5 diesel, 5 speed trans, 15,000# gvw, air conditioning jerr dan 0808 8 ton, Serial# 96039507, 8 ton boom, 2-8,000lb winches, winch free spool extensions, alum body.

1996 FORD F450. Stock#a10512. 7.3 diesel, 5 speed trans, 247,000 miles, air conditioning, 15,000lb gvw jerr dan 19' alum, 8,000lb winch - steel cab protector, code 3 mx 7000 light bar, independent wheel lift, dual controls.

1997 IH 4700. Stock#478854. 444 v8 diesel, automatic trans, 258,000 miles, power windows Vulcan 892 wrecker, serial# 892-00583, 10 ton boom, two-8k winches, 24" tunnel tool box, upper floods.

1989 FREIGHTLINER FLD Stock#346945, 400 cummins big cam, 13 speed trans, odometer shows 54,000, 48" sleeper, 1993 challenger 8808 ROTATOR, serial# 8808-0501-k92, 50 ton boom, 2-50,000lb planetary winches, 50,000lb T50 underlift - Whelen strobe light bars.

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07 International, black loaded chassis, auto, air brakes, air ride, exhaust brake, alcoas (vin 5940)

07 International, BLACK EXTEND CAB, loaded chassis, auto, air brakes, air ride, exhaust brake, alcoas, (vin 7962)

07 International, RED loaded chassis, auto, air brakes, air ride, exhaust brake, alcoas (vin 5930)

(FIVE) **07 Internationals**, white loaded chassis, auto, air brakes, air ride, exhaust brake (vin 7923; 3001; 7924; 3002; 9577)

(TWO) **07 Internationals**, white loaded chassis, 6 speed (vin 9355; 9343)

All chassis' pre-emission change! Get your deposit in - new emission requirements will increase truck prices substantially!

NEW Ford 450 Units

07 Ford F450, White loaded chassis, auto, diesel, (vin 2099) ready to build

08 Ford F450, black loaded chassis, auto, diesel (vin 6814) NEW EMISSION UNIT

NEW Ford 550 Units

07 Ford F550, white loaded chassis, auto, diesel, 84CA (vin 3173) ready to build.

07 Ford F550, 4 by 4-white loaded chassis, auto, diesel, 60 CA (vin 5762) ready to build.

NEW Ford 650 Units

(TWO) **07 Ford F650**, WHITE SUPER CAB, loaded chassis, auto, air brakes, air ride, exhaust brake, 260hp (Vin 6513; 6512) ready to build

07 Ford F650, WHITE SUPER CAB, loaded chassis, auto, air brakes, air ride, exhaust brake, 260hp Cummins (Vin 3887) ready to build.

NEW GMC Units

2007 Chev C6500, white loaded chassis, 25,950 GVW, Auto Duramax (vin 3373) ready to build

NEW HINO Units

2007 Hino, white loaded chassis, auto, 220hp - (vin 0370) ready to build

NEW UD Unit

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#2080 2004 CHEVY 5500 Duramax, Auto, Vulcan 21' Steel, W/L, R/R, Aluminum wheel	#0718 2005 FORD F-650XLT Cummins 230hp, Auto, Vulcan 21' Steel R/R, 4-48" S/S CLEAN TRUCK
#4152 1999 PETERBILT 330 CUMMINS 300hp, 10spd, Century 4024T2 20ton, Exh brake, Winch brake, Alum wheels	#2314 1998 FORD F-700 429 Gas, 5+2, Champion 21' Steel carrier, W/L, R/R, NEEDS MOTOR WORK

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ON 6500/108" C/A

02 6500, 3126 CAT, 210 H/P, 6spd, 25,900 GVW, 104K Miles, Aluminum Wheels, Loaded, Chevron 512 LMD 12 Ton Wrecker and 8,000LB Underlift, All Attachments Lighting And Options (Nice Shape)

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00 CHEVY 6500, CAT 3126, Allison Auto, 184K Miles, New Rubber, New Injectors, Loaded, Chevron 19' Steel Carrier and wheel Lift, all lighting and options.

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2000 FORD F-450, 7.3 Diesel, Auto, XLT, 241K Miles, (New Turbo, Trans), Vulcan 810 Intruder, 8K Drag Winch, Autoload Wheel Lift, Two Tool Boxes, All Lighting and Options.

DON'T MISS THIS ONE
98 INTERNATIONAL 4700, DT-466, 6 SPD, A/C, P/W, Tilt/Tele Wheel, AM/FM/CD, 85% Rubber, Visor, 66K miles, P/Side 40 Gal., Jerr-Dan 19' Aluminum Shark 2 Car Carrier and Wheel Lift, 9K Winch, 36' Box, All Lighting and Options.

\$24,900 PRICED TO MOVE
00 INTERNATIONAL 4700, WHT, Diesel, Auto Trans, 109K Miles, A/C, P/W, AM/FM/CD, Stainless Simulators, Jerr-Dan 19' Steel 2 Car Carrier and Wheel Lift, (2) 36" Boxes, Free Wheel, All Lighting and Options.

SERIES 14 INDUSTRIAL CARRIER
98 FREIGHTLINER FL60, Wht, Cummins 210, 6 spd., 125k miles, loaded, Chevron 21' steel car and wheel lift, R/Rails, all lighting and options.

EX-CAB/210 CAT
04 WHITE F-650, XLT, 230HP Cummins, automatic, loaded, 150k, Chevron 21.5' aluminum 2-car carrier, removable rails, all lighting and options.

ALL USED 4X4's REDUCED
4X4 4X4 4X4 4X4 4X4 4X4

93 F350 4X4, 7.3 diesel engine, XLT, 108k miles, Challenger 10-ton twin-line, 5k wheel lift, concept boxes, 84", new paint, sling, strobes, rebuilt wheel lift, lots of new items, all lighting and options. **Reduced!**

SPECIAL PRICING
ON ALL CHEVY 6500 FLATBEDS
6500 CHEVY & 22' STL INDUSTRIAL BED

02 CHEVY 6500, CAT 3126, 210 hp, Allison auto, 132k miles, loaded, new rubber, Chevron 22' Series 14 industrial carrier, diamond plate deck & 4k wheel lift, strobe bar, (2) 49" alum. boxes, all lighting and options.

6500 CHEVY & 20' STL DIAMOND DECK
02 CHEVY 6500, CAT 3126, 207 hp, Allison auto, 166k miles, loaded, new rubber, Chevron 20' diamond plate deck, r/rails, steel carrier and wheel lift, strobe bar, (2) 49" alum. boxes, all lighting and options.

DON'T MISS THIS ONE
REDUCED:
TAKE-OFF: \$1000 WITHOUT PLOW
87 F350, With 54K ORIGINAL MILES, 460 4-spd w/power angle plow, new tires, A/C, P/S, chrome wheels, run boards, P/Bumper, dollies, single cable hydraulic & wheel lift, garage kept. **\$7,000**

NICE L.M.D. WRECKER
02 RED FORD F-650, 3126 CAT, 210 H/P, 7 SPD, 59K Miles, Loaded, 50 Gal. Vert. Exhaust, Stainless Simulators, 12-Ton Twin Line Wrecker, 84" C/A, 10,000 LB Under Lift Retracted - 8500LB Extended, 24" Tunnel Box, 10,000LB Winches, All Lighting and Options.

25 TON HYD PERFECT FOR ADD-ON UNDERLIFT
87 FORD L-8000 (Immaculate condition) new paint cab, body in prime, CAT 250 hp, RR 13 SPI 61,000 mile, 126" C/A, Century 925, HYD, Jack Legs, 30k winches will add zacklift 18-32,000 lift (Ready to work).

USED CHEVRON 19' STEEL CARRIER (BED ONLY)
STEEL, 19' long, (4) rear key cuts, (1) key cut for side pull JR., (4) tie down hooks, 8k lb. Ramsey winch w/motor, steel light pylon w/alum. trim. *Some side panel and high hat rot. **\$1,950.**

00 INTERNATIONAL 4700, White, DT466, 195 hp, loaded, 114k miles, (new clutch & cam sensors), Chevron 21' alum. Series 14 industrial bed & 4k lb. wheel lift, all lighting & options.

CHEVRON TWIN LINE 84" C/A
92 F-450, Diesel, 5spd, XLT, Rubber 80%, 84" Chevron 408 Eight Ton Hyd and Wheel Lift, 60" C/A Body with 24" Tunnel Box, (2) 9000 LB Planetary Winches, All Lighting and Options.

05 LEFTOVER F-450 WITH DYNAMIC AUTOLOAD
NEW! 05 FORD F-450 XLT, 6.0 Diesel, Auto, Loaded, Dynamic 601B, 60" C/A Body and Autoload Wheel Lift, In-Cab Control, (2) Boxes, All Lighting, Aluminum Kit, Painted, \$49,500

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97 FORD F450 XLT, 7.3 diesel, 84" c/a, 5-speed, 8-ton alum. body with twin 10k winches, double doors each side, all lighting and options, red, all new injectors.

07 UD 2000 WHITE, 6-cylinder turbo, auto, P/W, P/L, tilt, air park brake, Chevron 21' steel carrier and wheel lift, all lighting, removable rails and options.

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- You burn your yard rather than mow it.
- You think "The Nutcracker" is something you do off the high dive.
- The Salvation Army declines your furniture.
- You offer to give someone the shirt off your back and they don't want it.
- You come back from the dump with more than you took.
- You keep flea and tick soap in the shower.
- You've been involved in a custody fight over a hunting dog.
- You know how many bales of hay your car will hold.
- Your lifetime goal is to own a fireworks stand.
- You have a complete set of salad bowls and they all say "Cool Whip" on the side.
- The biggest city you've ever been to is Wal-Mart.
- You've used your ironing board as a buffet table.
- A tornado hits your neighborhood and does \$100,000 worth of improvements.
- You think fast food is hitting a deer at 65 mph.
- You let your 14-year old daughter smoke at the dinner table in front of her kids
- The Blue Book value of your truck goes up and down depending on how much gas is in it.
- You've been married three times and still have the same in-laws.
- You think a woman who is "out of your league" bowls on a different night.
- You think Dom Pérignon is a Mafia leader.
- Your junior prom offered day care.
- You think the last words of the Star-Spangled Banner are "Gentlemen, start your engines."
- You lit a match in the bathroom and your house exploded right off its wheels.
- The Halloween pumpkin on your porch has more teeth than your spouse.
- One of your kids was born on a pool table.
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2000 KENWORTH W900 W/NEW 2006 25-TON JERR-DAN. 460-N14 Cummins, 10 spd, 650k miles, Jakes, 370 rears, all alum. wheels, 11R-22.5 new tires, mid roof, 31" w/o, 2 S/S air filters, planetary winches, wireless remote, heavy duty longer under reach w/bus bars, 5th wheel & pintle hook up, left hand controls, light metallic blue-green.



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NEW 2007 550 FORD, Auto 5 speed, 4 door 6.0 diesel, power st turbo, leather interior, heavy loaded, wood grain, carpet, high back seats, aluminum wheels 19 FT. Chevron aluminum carrier, whelan strobe



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NEW 2007 UD2000, standard cab, Nissan 225hp, diesel, automatic, OD, engine brake, Spring suspension, 17.5 tires, 21 ft steel Dual Tech carrier w/wheel lift, Magnetic lights, 2 j-hooks, 1 v strap, 1 tool box, simulators, 4 strobe light Bar w/ reflectors



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1996 FRT 120 CONDO W/2000 VULCAN V50 25-TON. M-11 Cummins 330 HP, 10 speed, eaten rears, 308 ratio, virgin 11-22.5, 66 aluminum wheels, air ride, 900,000 miles, overhauled 250,000 ago, left hand controls, planetary 25,000 lb. winches, back up camera, corner strobes, strobe bar lights and wings, forks and spring hangers.



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1990 VOLVO NEW BIG CAM 300, 10,000 Miles, 9 Speed, tires 80% Virgin, white color, 25 ton challenger, w/2000 Zacklift, Z-18 XL-86" 2 Stage. Manual controls and 12 ft. cord, 4 pairs of Forks, large truck & medium size L-arms, spring Forks, 5th wheel adapter, bus extensions, chain Forks w/ chains, tie down ratchets and straps, chains and binders



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2 NEW 2006 CHEV. 5500, Duramax Diesel, automatic, white color, 21 ft steel Jerr Dan, Whelan Strobe, 2 - 48" stainless door boxes. Call For Special Price.



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1998 GMC 6500, 200HP 3116 CAT, 6SP, Recent engine and new injectors, 290,578 Miles, 96" CA, White color. '98 10-Ton Challenger, 10,000 Winches, Truck Tow Bar, Dollies, 6500 Wheel Lift, Air Compressor on Tool Box, Clean Interior.



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2005 PETERBILT 378 DAY CAB. 475 cat, 10 speed, 60000 GVW, triple frame, air ride, 411 ratio, 330" WB, 15,000 miles approx, 2005 Century 60 ton rotator, radio remote, White and blue color, 50,000 lb under reach.



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2003 F450 DIESEL AUTOMATIC, 93,000 miles, new rear tires, 1 owner, red color, southern truck, 19" steel chevron w/ removable rails, and auto loader wheel lift simulators, running boards, whelan strobe



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1979 FREIGHTLINER w/HOLMES 1625 25-TON. 400 Cummins, 15-speed, 241k miles, new recon engine, aluminum front wheels, steel rears, sims, 270" WB, dual chrome exhaust, Holmes 1625 25-ton, hydraulic underlift, hydraulic spades, beautiful blue color.



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2005 F350 FORD DIESEL AUTOMATIC 4X4 EXTENDED. 10,000 miles, white color, XLT loaded, 2001 Century 412, 8 ton, twin line, 4,000lb. wheel lift, simulators, Whelan strobe, running boards, work lights.



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1995 T600 KW. 3406E CAT, 430 HP, 10 spd, air ride, fresh inframe March 2005, mileage 804,986, 60" airodyne cruise, Jake 295" WB, twin exhaust, tires 95% virgin, 2001 Century, 5030 T3, planetary winches, 6 sets of forks, 5th wheel attachments & pintle hook, bus bars.



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2001 PETE 379, LITE BLUE COLOR W/2007 25-TON JERR-DAN. 4475 hp CAT, 13 speed, 355 rears, tires virgin 70%, aluminum wheels, 2 air seats, 2 air cleaners, dual exhaust, 320" WB, planetary winches, wireless 8 function radio remote, 5th wheel & pintle hook, bus bars, forks, chain brackets, trailer lite & cord.



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1991 INTERNATIONAL 9300 w/1990 35-TON CHALLENGER. 60" sleeper, 350 Cummins engine, Jake brake, 9-speed, air ride, 300" WB, 700,000 miles, virgin tires, rear 70%, front 90%, 3-stage boom, 35-ton w/3-stage under reach, green color.



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1998 PETERBILT 379 w/2006 VULCAN V50. 475 hp CAT, 13-spd, new in-frame 100k miles back, 1,077,086 total miles, all alum. wheels, 60" sleeper, red color, 25-ton, planetary winches, remote for wheel lift, 6 sets/forks, spring hangers, truck L-arms, chain brackets, painted steel body, American classic tractor.



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1991 KENWORTH, T600, 1996 35 TON NOMAR TRIAXLE - 425 HP CAT, white color, 13 speed, tri-axle, air drop 3rd axle, 748,000 miles, tires 50%, 3rd boom winch, 45,000 lb, 5 pair forks, trailer LT box and cord, 2 alloy chains.



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2003 C7500 CHEVROLET. auto, 6 cyl. in line 7.8 Duramax, air brakes, 110,000 miles, aluminum wheels, spring susp., new injectors, new 22.5 tires, 2 tanks, air park brake, 21 ft. steel Champion removable rails, independent headache rack, 2-48" boxes, 25,950 GVW.



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2004 F650 60 FORD ENGINE, 230 HP, V-345, automatic, 120,000 approx mileage, 21 ft jerrdan, series 14 bed - 14,000 lb, smooth floor, independent headboard, removable rails, 2 - 48" toolboxes, rotator light bar, simulators, white and red color



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2-2007 F650-EC. 21 ft Chevron steel removable rails, 230 HP cummins, auto, air ride, Air brakes, steel wheels w/ simulators, whelan strobe, 248" stainless front Boxes, available in White.



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2007 4300 IHC AUTOMATIC, white color, hyd brakes, loaded, 21 ft steel w/2 48" boxes whelan strobe light



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2003 50 ton Kemp Rescuer, 50,000 lb. under reach, 281" WB, 50,000 2 speed planetary Winches, 1997 Freightliner FL120, Detroit 60 series, 400" HP, 10 speed, Air ride, white and red color, all aluminum wheels, virgin tires 70%, mileage 779,568 stainless upper wing, 60" sleeper.



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81 CENTURY 940A W/ 81 PETE 379 EXT HOOD. New out of frame overhaul, 400 Cummins big cam, rebuilt 13 spd & rears 2 yrs, 450k mi, 60% slip, tandem air ride, air seats, 11-24.5 tires 90%, alum wheels, 40 ton 3 stage boom, 40k lb winches, recent NRC 3 stage under reach, bus bars, 5th wheel atch, F & R outriggers, Whelan strobe.



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2003 CHEVROLET 5500 W/VULCAN 19' BED. Featuring a Duramax diesel engine with automatic transmission, black in color, 80,000 miles, new rear tires, Vulcan 19" steel carrier, Whelan strobe bar, 2 stainless steel boxes and simulators.



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1991 HOLMES. 25 ton Kirby Grant conversion, wrecker only, hyd spades, zack 30 underlift, 2 spd Hy wiches, 5 sets of forks, 150 ft cable.



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2003, 2004 PETE RED, 26000 GVW, 6 speed, mileage 278,000, air brakes cloth interior cruise, super clean, cat, 230 hp, 2 - 75 gal tanks, tires 80% 22.5, 22 ft. Chevron steel removable rails, 8 ft 6 in. wide.



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2006 USED DTU HOLMES 5TH WHEEL QUICK SWAP, L arms, forks, 36" tool box, PTO and pump, oil tank, 4 months old, yellow color.



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1999 UD DYNAMIC SELF LOADER, 1400 automatic air over hyd brakes, white color, tires 50%, Whelan strobe dynamic wrecker, 1 tunnel box.

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