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- 20th WORK TRUCK SHOW**
March 3-6
Indianapolis, Indiana
- MID-AMERICA TRUCKING SHOW**
March 26-28
Louisville, Kentucky
- SNOW**
CLEVELAND, OHIO
April 19-22
Cleveland, Ohio

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Trade show schedule

J&J representatives crisscross the country to attend some of the biggest shows in the industries we represent. They give us an opportunity to renew acquaintances with established customers as well meet new ones. They also provide excellent opportunities to stay on top of what's happening in a variety of industries.

- 20th WASTE EXPO**
May 3-6
Hershey, Pennsylvania
- Waste EXPO**
May 4-7
New Orleans, Louisiana
- NJLM**
New Jersey State League of Municipalities
Nov. 17-19
Atlantic City, New Jersey

The Long Hauler™

The Latest News from J&J Truck Bodies & Trailers • Volume XXI • Issue 1 2020

KEEP ON TRUCKING

Super 70s



Check out our user-submitted photos Page 3



Meet the men who revived this 1977 beauty Page 4



Hitting the ground RUNNING

**IN-HOUSE PROMOTIONS PUT
J&J TRUCK EQUIPMENT ON
PATH TOWARD MORE SUCCESS**

Craig Eckenrode, director of operations at J&J Truck Equipment, regularly runs ultra marathons with his daughter, Autumn.

Craig Eckenrode is a problem solver. It doesn't matter whether the issue involves his new role overseeing the day-to-day operations of J&J Truck Equipment or trying to figure out how to run the final 50 miles of the Laurel Highlands Hiking Trail on a busted-up big toe. The 56-year-old attacks both of his passions with the same vigor, and he's excited about his promotion to director of operations at J&J Truck Equipment. "I've been here 35 years," Eckenrode said inside his office at 422 Riggs Road in Somerset, PA. "I know the ins and outs of the business. I know what needs to go on."

J&J Truck Equipment where he's been a chief problem solver for years. "It makes me tenacious," he said of his long-distance running. "I handle my job the same way I do handling doing a 70-mile run or a 100-miler. Sure, the chips may be down now, and it might not look good, but just keep going and it will get better. It will change." Whether it's during training, which consists of 20-plus-mile runs on Saturdays, Sundays and Wednesdays, or competitions such as the Oil Creek 100 Trail Run, Eckenrode uses running as both an escape from the stress of his job but also as a way to stay connected to it while he's out of the office.

"The job is, at times, high stress. Everyone needs a release. Running keeps me pretty even-keeled. When I don't get to run, I feel like I'm caged," he said, but noted that slogging up the side of a mountain at sunrise can help him get a different perspective than the one he gets as he looks over the shop floor at J&J. "I think about a lot of things when I run. In my mind, I solve a lot of problems – for me personally and in my job. I don't know if it's blood flowing oxygen to the brain and everything is more active or what it is."

One issue Eckenrode didn't need to take much time to think about was how to promote his previous role a when he was promoted. He has been grooming Rick Stouffer for the position for several years, and

he's quite confident that the 39-year-old, who joined J&J right out of high school in 1998, is up to the job. Stouffer has spent 22 years learning the intricacies that go into making J&J Truck Equipment a success, first as a welder, then as a shift foreman, steadily progressing from third shift to second to first through the years. Stouffer said his previous roles within the company will help serve him in his new role, which involves scheduling the proper amount of time for each project in the Truck Equipment shop so that customers get their delivery on time. "I



Stouffer

could see what it takes to get through a project from being out on the floor," Stouffer said. "I know with these bigger custom jobs how long it's going to take that guy to get through it. It kind of helps me schedule how many man-hours it's going to take." His new role involves working as a customer liaison, which is a natural fit for the personable Stouffer, but he still enjoys getting out on the shop floor every now and then to get his hands dirty. That combination of skills will make him an excellent shop superintendent, according to Eckenrode. "That guy is going to do a better job than I did," Eckenrode said. "He's a smart guy. He's younger. Given time, he'll be a better operations guy, I think."

The former production manager has plenty of time outside of the office to think about his job – and everything else – as he trains for and competes in ultra marathons. For the past six years he and his daughter, Autumn, have been competing in races that would make some of the world's top athletes wilt. "It's amazing what your body will do – and it's not your body, it's your brain," said Eckenrode, who kicked a rock 20 miles into the Laurel Highlands Ultra last year, filling his shoe with blood, his body with pain and his mind with doubts – all of which he shrugged off to finish the race. "After 35 or 40 miles, it's just problem solving. It's 'OK, I feel like I'm getting a hot spot' – fix that. Or, 'My stomach's bothering me,' – drink this, don't drink that. It's just constant problem solving." Eckenrode takes the same approach at



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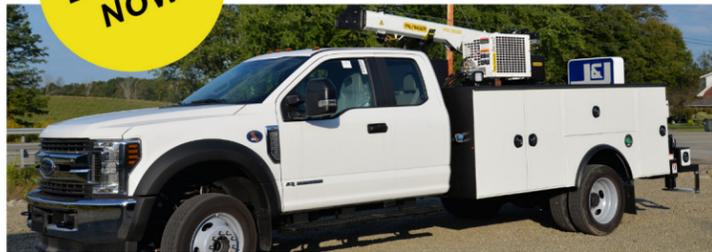
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FOLLOW US, GET FREE STUFF

In celebration of reaching 10,000 followers on Facebook, we recently gave away J&J merchandise via a social media contest. Among the winners was Steven Dyer, who is sporting his new J&J hoodie!

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See this truck at Mid-America Trucking Show. March 26-28 in Louisville, Ky. **Booth 32145**

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BODY ARMOR

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BODY ARMOR

ON THE ROAD WITH J&J

Customer Spotlight

Cooper Trucking gives 1977 Kenworth a groovy new look

When Allan and Billy Cooper started restoring a 1977 Kenworth W900A, there was no doubt about where the Maryland father and son would go for a polished aluminum dump body. As longtime J&J customers, they knew that the brand stands for quality and dependability.

"We sent it up here to get a dump body, and it turned out great," Billy Cooper said on a cold and windy January day in Somerset, Pennsylvania. "We like J&J because they've always lasted a long time. (My father Allan has) been running them for a long time. I've got a 2005 with one on it that we got from J&J. I haven't had any trouble with it, and I use it every day. So, we're happy with the products y'all make. This turned out just the way we ordered it."

Allan Cooper,

of Cooper Trucking in Upper Marlboro, Maryland, has been in business for nearly 40 years. He bought his first J&J dump body in the early 1980s and has kept coming back over the years. "I just had y'all bodies all along, and it seemed like they do a good job for me, so I just wanted another one," he said.

The Coopers found the 1977 Kenworth – a show truck with just 136,000 original miles on it – in Hagerstown, Maryland, a few years ago. Allan Cooper had previously restored a similar model for use as a tractor. When he saw the amount of business that his son was getting, he decided to get a J&J material hauler dump body put on it so that he could help haul sand, gravel, and topsoil.

While the plan is to use it to do some work, the Coopers also want to show off their 40-year-old beauty. Allan plans to take it to shows around Southern Maryland, and they have agreed to have it in the J&J booth

(No. 32145) at the Mid-America Trucking Show in Louisville, Kentucky, from March 26-28.

"We put new frame rails in it, new rears, new transmission," Allan Cooper said. "The cab was new on it. The hood was new on it. So, it's basically a new truck."

The 16 ½-foot dump body features six intermediate polished tapered posts and a polished 4-inch top rail. Its floor is made from three-eighths-inch aluminum plate, and the tailgate is quarter-inch polish aluminum with a coal door.

"I'm happy – really happy," Allan Cooper said. "It turned out perfect."



ALLAN & BILLY COOPER



Check it out at the



Booth 32145

Louisville, Ky. March 26-28