

Cold Logic

An eNewsletter from Johnson Refrigerated Truck Bodies

Keeping \$10,000 Clams on Ice

When you have to deliver fresh, live clams during a Boston winter, the last thing you need is a truck breakdown. Below freezing temperature can kill a truckload of clams faster than you can say frozen chowder.

A breakdown was just what Bob Smith of Rhode Island Clam, Inc. experienced several years ago when his company was quite new. Rhode Island was transporting a truckload of hard shell clams in the middle of a stormy winter. When his truck broke down on the expressway, Smith was sure he'd lose his clams – and maybe his business. After all, \$10,000 is a lot of money to a small businessman.

But, Johnson's fiberglass body and its unique cold plate system literally saved the day – and the clams. Despite a temperature approaching zero degrees outside, the fiberglass Johnson body held its temperature well enough to keep the clams above 27 degrees, the freezing point of salt water.

To this day, Smith relies on Johnson Refrigerated Truck Bodies for his small fleet of trucks.

"I really do believe that in the case of Johnson bodies, you get what you pay for," said Smith. "Not only does Johnson make a quality product, but the company is very flexible in its ability to customize its product to a customer's needs. That's why, the next time I'm in the market for a refrigerated truck body, I won't hesitate to choose Johnson."

Industry News

U.S. Trucking Beats Other Freight Industries Cold

According to a recent survey conducted July 2006 by ATA's American Trucking Trends 2005-2006, the U.S. trucking industry hauled 68.9 percent of the total volume of freight transported in the United States in 2005. This equates to an all time high carrying load of 10.7 billion tons, and \$623 billion in revenue, representing 84.3 percent of the nation's freight bill.

"These numbers show clearly that trucking is the driving force behind our great economy, and a vital transportation link for domestic and international products," said ATA President and CEO Bill Graves. "Nearly every good consumed in the United States is put on a truck at some point," he said.

Excerpt from Accessnews.com

Mandatory In-Chassis Fire Extinguishers

For years, fire extinguishers have been required in all chassis cabs used in commerce.

Johnson reminds all fleet owners and drivers that it is the driver of the vehicle who is ultimately responsible for carrying a fire extinguisher. Be advised that drivers stopped by the police may be asked to provide proof of a fire extinguisher and may be ticketed if they do not have one. Under this law, any driver operating a truck is required to have a fire extinguisher – regardless of the trip or the destination.



Discovering and delivering technologies that save.

Expansion Spotlight

Johnson Introduces A \$2 Million Plant Expansion

According to Rob Cherry, manager for the new Repair and Refurbish Center which is part of the plant expansion at Johnson's Rice Lake headquarters, "With the completion of this plant expansion Johnson is better positioned to handle the growth of our core business – manufacturing truck bodies."

Johnson now has the capability to handle high volume painting and refurbishing of trucks / trailers and oversized vehicles.

Some of the highlights of the expansion include:

- Streamlining new production and support operations into a flow line configuration.
- Addition of an express line for high volume repetitive models.
- A stand-alone custom paint center with three downdraft paint booths to handle equipment up to 40+ feet in length.
- A consolidated materials distribution center for receiving and allocating materials with greater accuracy, security, and control.
- A final inspection station for detailing and programming for accurate customer pick up and delivery.

Show Follow Up for 2006

Johnson and International Share Booth Space – and Good News

NTEA Show

For its wrap up issue of the NTEA Show *Light & Medium Truck* featured an April story about Johnson's RouteMax powered by International Truck and Engine's PowerPack 3, a self-contained power system built into International trucks. For those who missed it, the article goes on to explain how the PowerPack 3 works. An electrical power manager monitors the system and operates a refrigeration compressor as needed. The compressor can charge the cold plates while the truck is idling or enroute.

Another item discussed in the same issue of the magazine is the relationship between Johnson and Ameriscan. The International chassis / Johnson truck body on view at the NTEA included a temperature monitoring system provided by Ameriscan. The system records and tracks temperatures at different locations inside the reefer box and provides a small display and optional printer in the cab. The base kit includes three temperature sensors and the in-cab display. The system is available and can be ordered with a new body or retrofitted on current bodies. To find out more about Ameriscan, check out their Web site, www.ameriscangroup.com.

Boston Seafood Show

Finally, with a cold northeast blast, Boston and the Spring Seafood Show provided a "cool" backdrop for Johnson to show off its cold plate capabilities to protect perishable assets. Fleet owners and independent seafood purveyors checked out Johnson truck bodies to find a size and temperature controlled truck body to fit individualized needs. Johnson provides one consistent temp body, modular movable, or fixed insulated bulkheads to separate fresh and frozen delivery loads. These options keep highly perishable seafood at a consistent temperature for safety and palatability. Johnson truck bodies are available in six to 26-foot body lengths.

Editor's Note

If you have any comments on recent stories or ideas for improving Cold Logic, please let us know. We're always delighted to get feedback from our readers.

To make comments, please send an email to jtbsales@jtb.carlisle.com with "Cold Logic" in the subject line.