



# THE PRAIRIE TECH POST

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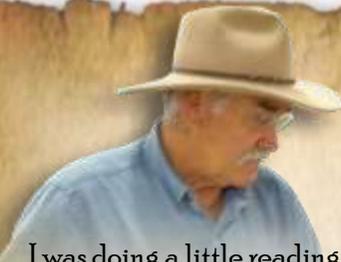


## CASCADIA EXTENDED BUNK READY

Anticipating a need for a small bunk Cascadia for the pre-owned market, Prairie Technology has designed and completed the first 24 inch flat top sleeper for the vocational market. This “one of a kind” conversion will address a market niche in the ag sector, fuel distribution, LTL delivery, oilfield and other applications where weight, wheelbase, and the need for storage or a small sleeper is important. Prairie Tech is already in full production with a day cab conversion kit for the Cascadia.

“We looked at the OEM designs for new trucks and noticed that no one was building a small sleeper to meet the needs of the vocational market”, said Bill Osman, founder of Prairie Technology. “The new sleeper trucks being built today are primarily full sized with high roofs that do not lend themselves to the needs of many vocational users in the pre-owned market. We wanted to design a conversion kit for these trucks that would reconfigure them for use other than simply a standard day cab application.”

The Freightliner Cascadia was initially selected due to the large market percentage it occupies. An extended bunk is also planned for the IHC ProStar which should be available next quarter. Other models may be designed as well depending upon demand and overall acceptance of this new conversion. For more information relating to pricing and availability, please give us a call at 605-274-0444. We look forward to providing you with this revolutionary new product from Prairie Tech!



# BILL OF WRITES

by Bill Osman, Founder

I was doing a little reading the other day and I came across a new word that I had never seen before. It is a unique collaboration of two words that is dead on point for the current state of affairs and paralysis in Washington.

Ineptocracy – “A system of government where the least capable to lead are elected by the least capable of producing, and where the members of society least likely to sustain themselves or succeed, are rewarded with goods and services paid for the by confiscated wealth of a diminishing number of producers.”

At Prairie Technology, we are unabashedly conservative entrepreneurial capitalists. We work diligently to produce a technologically superior line of products that are thoughtfully designed with functionality, safety, and affordability at the forefront of our manufacturing efforts. We value our employees and their contribution to our success. We pay more than our fair share of taxes to the city, county, state, and federal government.

It is time for all hardworking Americans to reclaim the dream our forefathers had in establishing this fabulous republic. Creeping socialism has sapped the productivity of our small businesses and is eroding at the basic foundations of our economy and personal freedoms. Please exercise your right of free speech on a regular basis and voice your opinion to your elected officials and at the ballot box in November. Our future and that of our children depend on it!

## NEW CERTIFIED PARTNERS TRAINED

As the trucking industry has continued to recover and expanding during the last 12-18 months, so does the demand for good pre-owned day cabs and vocational trucks. Prairie Technology continues to roll out new sleeper truck conversion products and refine those already in full production.

While some of our growth is fueled by sales of Peterbilt and Mack kits directly to end users, the driving force has been and will be with our top notch group of Certified Partners. Prairie Tech remains committed to the philosophy that the best way to create a top quality day cab conversion product is to offer a superior kit and related components which are installed by highly trained professionals. These Certified Partners utilize only best practices and installation techniques to insure a safe and expertly completed day cab conversion.

Since our last quarterly newsletter, we have trained and certified five new partners. This group represents large dealership entities, a body shop, and a trucking company. With the addition of these companies, we have solidified our coverage in the Midwest and expanded into Ohio, Indiana, and Pennsylvania. These Certified Partners will now be able to provide day cab and vocational conversions to their customers utilizing the Prairie Technology family of conversion kits.

If you are interested in learning more about how you can apply for and achieve professional training to become a Certified Partner, please feel free to contact us through our web site at [www.customdaycab.com](http://www.customdaycab.com) or call us at 605-274-0444 and ask for Bill or Tracy.

# MEET OUR OFFICE STAFF

The “front door” to any company is usually the people that you talk to and meet in the office. Prairie Technology customers are warmly welcomed by two super stars that handle all of the calls, inquiries, and service requests that we receive on a daily basis.

When the phone rings in our office, our customers are generally greeted “Prairie Technology. This is Stacie”. This enthusiastic and gregarious blonde just celebrated her first anniversary with Prairie Tech as our receptionist, order processor, invoicing and billing clerk, and all around “Girl Friday”. Stacie brings a great deal of experience to the job as the daughter of and dispatcher for a family owned trucking company. She is also pursuing her Bachelor of Science degree in business management with an emphasis on accounting.

Wanda is the office manager who handles all of our accounts receivable, payable, financials, and other business issues. Wanda is married to our founder Bill Osman and has been an integral part of the development and growth of the company. Wanda holds a Master’s Degree in Education and spent many years as an elementary school teacher. Her background and professional discipline are a great asset to our customers, vendors, and employees.



## PROJECTS IN PROCESS

While Prairie Tech is in the midst of multiple conversions and design efforts, there are a couple of projects we are currently working on that are rather high profile and very exciting for us. As you may be aware, on any given day we have at least seven (9) trucks in the shop in various stages of day cab conversion and including axle or frame work.

We are working with an International truck dealer to convert 13 new 2013 IHC 4400 series crew cabs. The pilot truck is being prepared by removing the two (2) rear crew cab doors and replacing them with plugs to create a small bunk rather than rear seating. The trucks will be converted to sleeper units with a small bunk added before being sent to the northern oil fields for use as service vehicles.

We are also completing a 16 truck project for a Midwest truck dealer. We are converting IHC 9400i conventional sleepers to day cabs and installing steerable pusher axles to accommodate heavier weight requirements. The trucks are being placed into service with a large area contractor.

Prairie Technology is always willing to look at custom truck jobs that involve the cab, sleeper, or frame related work. We can usually give you what you are looking for at a price that is considerably less than going out into the market and trying to find existing equipment to meet your needs. Call us today at 605-274-0444 to discuss any projects you may have in mind.

# LARGE CONVERSION PROJECT COMPLETED

The first phase of a day cab conversion project has just been completed for a large national trucking firm. After conducting their due diligence, Prairie Technology was selected by P.A.M. Transport to convert 60 conventional IHC sleeper trucks to day cabs and to shorten the wheelbase. The trucks were taken out of the company's over the road application and will be utilized in a short haul service in another division within the company.

The trucks were decked and brought into Prairie Tech in groups of 3 over the course of about three (3) months. The trucks were prepped, cut, converted, shortened, refitted with exhaust, and painted to match the cab color. As additional trucks were delivered to our facility in South Dakota, the completed units were decked and returned to the company for placement in their short haul division.

Prairie Tech was informed a couple of weeks ago by P.A.M. that we would be receiving a second group of trucks to convert since the first phase was well received and within budget. Our staff did an outstanding job in maintaining exceptional quality levels and fulfilling an aggressive schedule for our customer. If you are looking to convert one or a hundred trucks to day cabs or other vocational application, give us a call to see what we can do for you!

# STERLING DOORS COMPLETED

Recognizing an imminent need for Sterling truck parts, Prairie Technology has completed the design and production of an after-market door for the cab. We have had multiple requests from dealers and end users for a replacement door due to severe shortages of both used and new Sterling doors.

We have established a marketing and distribution agreement with Boyer Trucks to handle the sales of this product. The door is made of a composite material and is reinforced with a metal superstructure to address the cracking and structural deficiencies associated with some of the OEM doors. It is a complete door shell ready to accept the hardware to make it operational.

For more information on this product or others from Prairie Technology, call us at 605-274-0444 or send us an email to [dave@customdaycab.com](mailto:dave@customdaycab.com). We are committed to put you "Back to Work" as quickly and cost effectively as possible.

# TRACY TIPS by Tracy Koenekamp, Shop Manager.

In each edition of this newsletter I will provide you with some helpful tips that I have learned over years of converting trucks and managing our conversion shop. Time is money in our business and we will do everything we can to help you reduce hours spent in converting trucks to day cabs and ultimately enhance your bottom line.

**Exhaust.** One common mistake in the conversion process is to complete the exhaust work after the truck has been painted. I would strongly encourage you to complete your exhaust prep work before installation of the suspension. Dual exhausts are particularly difficult after the fact while the single exhaust IHC can pose its own set of problems. Then the exterior exhaust components can easily be installed once the painting has been completed.

**Team work.** The most efficient method of day cab conversion is done with a team of two technicians. With only one technician there are a number of efficiencies you lose when pulling rivets, installing panels, finishing interior and other work that can be greatly improved with a team. For more specifics, give me a call.

Please feel free to contact me anytime you have questions or comments as to techniques you use in your shops to convert trucks and/or modifications you think we ought to consider to change the kits we build to improve ease of installation. We are committed to your success with the proper and efficient installation of the Prairie Tech day cab kits.