



# THE PRAIRIE TECH POST

VOLUME 1 ISSUE 3



## PRAIRIE TECHNOLOGY FEATURED IN TRANSPORT TOPICS

Three different trucks from Prairie Technology were featured in the September 10, 2012 edition of Transport Topics. Included in a feature story about converting older sleeper trucks into day cabs, the article provided great insight into the practice by fleets and others of converting over the road trucks into tractors and trucks for use in various vocational and LTL applications. Specific reference was made to Prairie Tech's newest conversion kits for the Freightliner Cascadia and IHC ProStar equipped with a 24 inch sleeper berth.

Prairie Tech founder Bill Osman was interviewed for the article and provided valuable industry background and reference to other sources of data for the article. Prairie Technology customer P.A.M. Transportation was quoted at length regarding why their company has trucks converted and the application that they place these "new" trucks into once day cabbed. Another customer, Marlin Ammerman, was interviewed regarding his relationship with Prairie Tech and how he uses trucks converted by us for his agricultural customers.

"This type of recognition from Transport Topics clearly highlights our product line and its broad acceptance in the market place", says Osman. "Since the article was published, we have received numerous calls from some of our current customers as well as from folks who had never heard of us before. This entire experience has been absolutely incredible!"

Prairie Technology remains committed to bringing new innovations and design enhancements to our customers. As truck manufacturers introduce new models to the market place, Prairie Tech is positioned as the industry leader to develop new day cab conversions kits designed with our ongoing commitment to safety, value, aesthetics, and ease of installation. Stay tuned for much more!



# BILL OF WRITES

by Bill Osman, Founder

I have never been so disappointed and frustrated as I am now with the direction of our great country. As a nation, we have turned our backs on God and as a result have lost wisdom, integrity, and His divine blessings. Our debt is overwhelming and a great division not seen since the Civil War is separating our people. The deficit spending on social programs has burdened, discouraged, and discriminated against the ambitious and industrious conservative capitalists. Over fifty percent of our tax payers pay nothing at all while some of them even receive an unearned payment from the IRS. Near record unemployment, under employment, and "disability" benefits have created an entire culture of dependency, crime, drugs, and broken homes. The result is the unraveling of the basic core values that a diminishing number of us still hold dear.

My grandfather's family immigrated to America from Prussia. They were poor, honest, God fearing, and hardworking people. I am proud of that heritage and solid principles that have rewarded me with tremendous satisfaction and fulfillment. Although I have made my share of mistakes, I have been blessed with a wonderful family and employees with honesty and integrity.

I encourage each of you to consider the values of our founding fathers, the rewards of doing things right, and the peace that comes from knowing and believing in Jesus Christ. I would also warn you of the danger our nation faces as a growing majority embraces socialism and all of the deceit associated with redistribution of your wealth. Germany had a persuasive leader and the Soviet Union had a great plan. Many empires have collapsed at the hands of charismatic and corrupt leaders governing a complacent citizenry. Now is the time to stand up for what is right in your family, business, and your country. "...to be continued..."

## FRAME & AXLE MODIFICATION

One of the most common requests that we receive at Prairie Technology involves a modification to the frame of the truck to accommodate a specific vocational application. With our team of highly experienced frame technicians, we can accomplish most of the work necessary to meet the needs of our customer.

We routinely install a 15,000 pound Rowe steerable pusher axle for those applications requiring a heavier payload. It has been our experience that this axle delivers excellent performance and value as compared to other axles we have reviewed. Our staff also installs additional drive axles as well as solid mount tag axles for certain applications.



Custom frame work requires a solid understanding of the structural demands of the intended use as well as a firm commitment to completing the work with safety and integrity. We employ only best practices in welding, hucking, and modifying frames. There is no room for shortcuts or slip shod work when it comes frame modifications.

Give us a call today if we can get you a quote, schedule an appointment, or just give you some advice as to how to proceed with a project you are working on.

# MEET OUR SHIPPING & RECEIVING STAFF

As orders are received and processed for our customers, Prairie Technology's shipping and receiving department goes into action to get them packaged and shipped expeditiously. Time is money and so is the cost of having day cab conversion kits shipped throughout North America.

Our experienced staff, under the direction of Stan McWilliams, ships hundreds of kits for all makes of trucks as well as suspensions and other related accessories to destinations coast to coast, border to border, and beyond. All of our shipping materials are custom sized and crafted in our shipping department to minimize box size and to keep the weight down resulting in lower transportation costs for you. Great care is made to insure components are carefully packaged to limit in transit damage.

Nearly all of our kits and related accessories are in stock and in many cases already boxed and ready to ship. In most instances, orders received before noon are shipped the same day to expedite your order to keep you on schedule. Special shipping and delivery options are available for overnight delivery or other specific needs.

Next time you are looking to day cab a truck, remember the quality that Prairie Technology builds into each kit, the value of our product line, and how quickly and inexpensively we can get it shipped to you. Call for your custom quote today.



# WEB SITE ENHANCEMENTS

Less than a year after launching our new web site, Prairie Technology has made some significant changes to the layout and the information available to our customers. Strong access numbers tracked on a weekly basis have demonstrated a growing use of the site as a source of information for those companies and individuals looking for options in reconfiguring or day cabbng their sleeper trucks.

We have added a map of the US and Canada showing the locations of our Certified Partners. With this feature, a customer can click on the location closest to them and have the page display the name of the Certified Partner, contact information, and a short summary of the company. For those Partners who elected to do so, we have tied a link to their web site to allow the customer direct access to the facility for quotes and scheduling information. We also have a link from the Partner's web site back to Prairie Tech in the event that the customer wants to look at photos or get more detailed information on a specific conversion kit. We believe that this will direct more business directly to our Certified Partners giving them more opportunities to capture business in their trade area.

We have also replaced a couple of tabs on the home page and added "New Projects" and "Accessories". Our research and development staff is constantly working on new conversion kits and modifications to existing ones. The site will feature our newest products as well as some that may be in the development stage. We are also developing and manufacturing accessories such as doors, fenders, fan shrouds, body parts, and other truck related components for use by our customers. We are always seeking input and suggestions from our Certified Partners and customers regarding new or improved products that they may need in their respective businesses. Please let us know if you have any ideas that could expand your business or enhance a service you currently offer.

# MACK KIT & SUSPENSION READY



We have now completed a day cab conversion kit for the last of the major truck manufacturers. With kits already available for Freightliner, Peterbilt, International, Kenworth, Sterling, Volvo, and Western Star, Prairie Technology now offers an easy to install Mack kit. The kit is designed to fit on both the CH and CX cab models and is based upon our continued commitment to value, safety, ease of installation, and design aesthetics.

Due to the sleeper being a non-integral component, the removal of that compartment can be done very easily in much the same fashion as the non-integral line of Peterbilts. The roof stays intact and only the back panel is replaced. The standard Prairie Tech six inch "stretch" has been incorporated into the design of the panel. The conversion can be accomplished by nearly anyone who has access to limited tools and some mechanical aptitude. The kit comes complete with window glass, trim ring, back panel, and hardware for only \$1000.

We also completed the manufacture of a simple cab air ride system which is designed specifically for the conversion. Air bags, shock absorbers, leveling valve, sway bar and hardware gives this custom suspension a superb ride quality coupled with ease of installation. Priced at only \$475, it is much less expensive and more "user friendly" than other Mack suspensions available in the market today.

To order your Mack kit today or to receive more detailed information about it or the cab suspension, please call Tracy or Josh at 605-274-0444. We look forward to addressing your conversion needs.



## TIPS FROM TRACY by Tracy Koenekamp, Shop Foreman

One of the most important things to concentrate on during the day cab conversion is the overall appearance of the truck. Just like shopping for a home or other major purchase, it is often the first impression or "curb appeal" that distinguishes your finished product from other trucks. An emphasis on fit and finish goes a long way toward impressing the customer and making your work stand out as professional.

**Seam Seal.** Once a panel is in place, the seam seal needs to be applied to insure a tight no leak fit. The best way to get an even application is by using tape positioned about 1/8" away from the panel. The seam seal is evenly applied between the panel and tape, smoothed out, and the tape removed while the seal is still wet. The result is a very nice transition that will blend in well when painted.

**Interior Finish.** A customer spends a great deal of time inside the cab of the truck and the interior must be professionally completed. Before installing the new interior, the foam that is harvested when removing the sleeper needs to be generously repositioned in the roof panel, back and sides to insure good insulation against the weather and outside noise. Additionally, the floor must be sealed where it meets the side and back panels to minimize dust and other contaminants. Finally, great care must be exercised when installing interior panels and upholstery to make sure they fit nicely leaving no gaps or unsightly sags or seams.

Remember, the finished product that you deliver to your customer is the benchmark that measures the quality of your work and forms the opinion of our conversion kit. Please feel free to contact us if we can ever answer a question or be of assistance to you on a project.