

# NUITS AND BOLTS

A NEWS UPDATE FROM LEDWELL

Fall 2013



With the support of our customers and employees, we are excited about the opportunity to expand our shop in Fayetteville, North Carolina. We do a wide range of services from new bed installations to repairs on Hydratail Trailers and Bulk Feed Equipment, as well as, all other Ledwell products.

**"The increased space and additional employees will help us service our customers even better than before. We are very pleased to be part of this community,"** explains Dale Kidd, East Coast General Manager.

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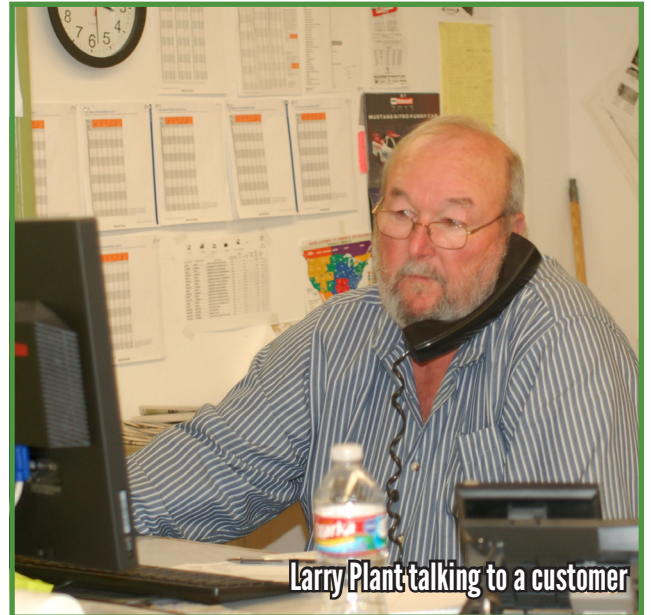




# FROM THE SHOP

## Parts Department

For 67 years, the Ledwell name has stood for quality customer service. Our Parts Department plays a big role in that. We understand what a down piece of equipment can mean to our customers so we take every opportunity to be the quickest and the most knowledgeable service department around. Collectively, our five Parts Department salesmen have 98 years of service behind the parts desk. This experience, coupled with their continuous focus on new technologies and equipment, results in salesmen at the top of their industry. They troubleshoot the problem, educate the customer and provide guidance with every call.



Larry Plant talking to a customer

The majority of components of Ledwell-made products are manufactured and assembled on location in Texarkana, Texas, in our Machine Shop. Completing our in-house stock are over 20,000 supplied parts for aftermarket sales and supplemental production.

We believe in providing our customers with what they need immediately. Same-day shipping is offered for any Ledwell manufactured product.



Parts in the warehouse, ready to be shipped to customers.



Duane Knowles assisting a customer with his parts order



# EMPLOYEE SPOTLIGHT

## Mike Thomas

As the Truck Shop Foreman at Ledwell, Mike Thomas is responsible for supervising all body mounts and bed manufacturing that take place in his thirty bays. One of the more diverse departments at Ledwell, Mike's men handle assembly on standard products such as Water Trucks, Dump Trucks, Vacuum Trucks, Hydratail Trucks, and Rollbacks. His shop also builds our oil and chemical products, fire trucks and service equipment. Mike and his guys handle each specific truck and its unique installation with the end customer in mind.

**"I love what I do. Every day is different and we build countless products. I try to fill our customer's needs each day."**

In the past 25 years, Mike has worked his way up from being a shop hand to a supervisor. He started at Ledwell in the Repair Shop, moved to the Feedbody Shop and finally landed in the Truck shop. Mike says his daily routine changes hourly.

"We work on what our customer's needs are, starting at 5:45am and not leaving until the job gets done." As for his favorite job at the moment, Mike says, "I really enjoy the challenge that the Vacuum trucks bring us."



Mike inspecting the framework on a truck



Mike helping in the production of a Vacuum Truck

Outside of work, Mike loves hanging out with his three kids: Summer (20), Brayton (19) and Brenna (17). He enjoys wagon riding, tinkering in his shop and being around animals.

**"I have learned a lot throughout the years working here. The Ledwells have been truly great to work for and Mr. Ledwell was a big inspiration in my life. I love my job and I work with some great people."**

- Mike Thomas

# IMPROVEMENTS

## Burn Table

Ledwell incorporated the first burn table into our everyday manufacturing in 1997. As we became more familiar with the machine, it grew into a vital part of our manufacturing process. Currently, we use burn tables for numerous projects ranging from standard parts that will be sold through our Parts Department to beveled shells in the vacuum tanks.

Before any parts can be cut, David Wooten writes a program for the machine. After the program is made, David Turnage uploads the program, loads the materials in the machine, and checks the consumables for wear. As parts are cut, they are being inspected for correct hole diameter, cut quality and size to be in accordance with the drawings.



David Turnage setting up a program to run on the newest Burn Table

**“The major advantage the torch and the new nesting programs have given me is the ability to quickly add and remove parts from the existing programs, as the need for the parts change. It also allows me to rotate and position parts on the sheets to maximize the usage of the material,”** explains David Wooten.

Recently, Ledwell added a new machine with more advanced technology. The new machine has automatic gas consoles, which allow the gas pressure to remain constant and to change depending on what is being cut at the time. It can slow the speed and ramp the gas pressures down, giving a more precise cut in our hole quality. It allows us to cut more parts in a shorter period of time.

The number of parts that we output varies from day to day depending on what we are cutting, from the size of plate to the size of the parts. On an average week, we will handle about 200,000 pounds of steel and aluminum. The majority of the parts produced are for our Hydratail Trailers and Water Tanks.

**“The burn table allows the builder of the project to build, rather than having to fabricate parts. This allows us to get the product to the customer in a more timely fashion.”**

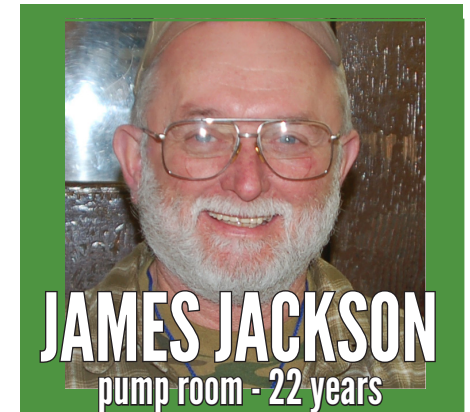
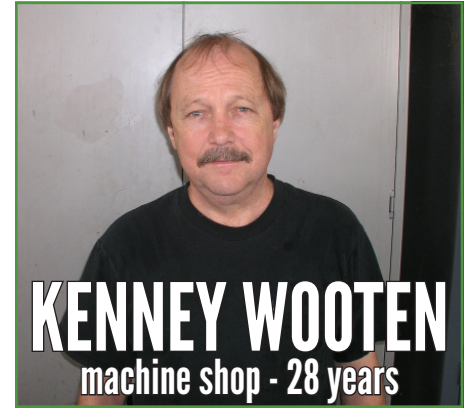
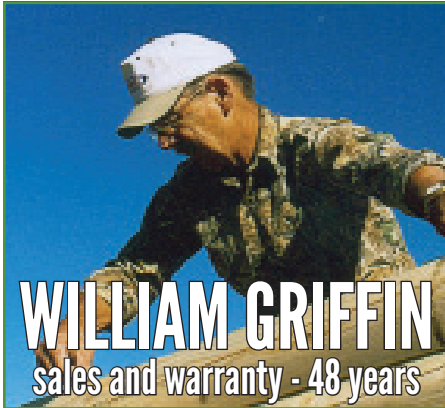
– David Turnage, Foreman





# IN THE NEWS

## 2013 Retirements



## Office Source

We would like to celebrate the one-year anniversary of Office Source being part of the Ledwell family! Ledwell acquired Office Source in November 2012.

Started in 1993 by Lisa Davis, Robert Davis and Joe Parker, Office Source is a Texarkana office supply company focusing on commercial office products, office furniture and commercial printing, break room and janitorial supplies and advertising specialties.

Office Source currently services over 200 businesses in the Texarkana area and offers free next day delivery of office supplies to a 60-mile radius around Texarkana.

"Office Source has been a terrific addition to Ledwell & Son Enterprises, Inc. It may be surprising to some on just how similar Ledwell and Office Source are. It's about knowing the customer's needs, getting in their hands the best tools for the job, and then taking care of them every day to help make sure their business is successful. I'm proud to be a part of Office Source and Office Source is proud to be serving the four-state region under the Ledwell name." - Scott Blair

You can find more information at [www.osource.net](http://www.osource.net) or call 903.794.3113.



# RECENT HAPPENINGS

## Website Updates

We have recently added new sections to our website to help make information more accessible to our customers. First, we added a "FAQ" section ([www.ledwell.com/faq](http://www.ledwell.com/faq)) to answer some of the most common questions we get from our customers. We hope that this can be used as a quick reference guide and will prove helpful to everyone. Second, we added a "Service" section ([www.ledwell.com/service](http://www.ledwell.com/service)) on our product page to showcase a new line of products we are manufacturing. Visit this page for details on the Lube "Buddy" and additional service equipment.

### PRODUCT CATEGORIES

- Dump ▶
- Water ▶
- Rollback ▶
- Hydratail Truck ▶
- Trailer ▶
- Feed ▶
- Fire ▶
- Oil & Chemical ▶
- Ramp ▶
- Vacuum ▶
- Service ▶**

## Service



Ledwell offers a wide variety of Service vehicles to maintain your fleet and keep things running smoothly. Our Service equipment ranges from skid-mounted portable mini-service units to full service truck-mounted bodies on Class 7 and 8 trucks.



Lube "Buddy", Jr.



Lube "Buddy" Max



Service Truck



Stake Bed

# THE COMMUNITY WE SERVE

## Race for the Cure



Jackie Bocox, Lauren Bocox, Shelley Bocox, Marcus Bocox, Lee Cecil, Lisa Cecil, AJ Womble and Chief Corbett waiting for the Race to start.



Lisa Cecil and Hannah Garcia



# PRODUCTS YOU COULD USE

## Highlights From Our Inventory



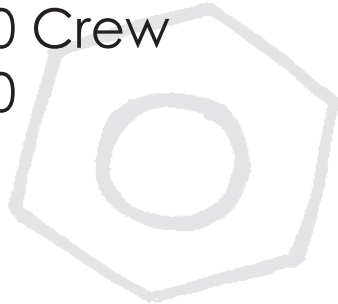
CHASSIS  
INVENTORY

**Ford**  
F-550 Crew  
F-550

**Freightliner**  
M2106  
114SD  
CA125DC

**Kenworth**  
T470

**Peterbilt**  
348



USED INVENTORY



2007 IHC 4300 + Ledwell 2000gallon Water Tank



2007 Sterling LT9500



2007 Volvo VDH



1998 Ledwell 53' Hydratail Trailer



3300 Waco Street  
Texarkana, Texas 75501

## 2014 SHOWS

**International Poultry Expo**  
January 28-30  
Atlanta, Georgia

**The Rental Show**  
February 9-12  
Orlando, Florida

**ConExpo**  
March 4-8  
Las Vegas, Nevada

## CUSTOMER QUOTES

**“A job well done! Our Ledwell Vacuum Truck is working great and is very efficient. Our employees are drawing straws to determine who uses the new Ledwell unit.”**

**Bart Robinson, City of Oxford, Mississippi**

**“We have had a very good relationship with Ledwell over the years. They are who I would recommend for any D.O.T. tank fabrication.”**

**Mitch Ehler, Matrix Service**