
Description: Commercial vehicles in North America are built on a custom-order individual basis; the final vocational truck comes together only after specified additions of equipment to the body/chassis configuration.

The truck equipment manufacturing industry is comprised of numerous specialist one-product players serving regional areas, as well as national producers with markets extending across the United States and Canada, and in the case of some larger companies, internationally as well.

This report is a compilation of profiles on 185 manufacturers of 7 key types of truck equipment for “upfit” installation on trucks: aerial reach equipment, truck-mounted telescopic cranes, demountable equipment (roll-offs, hooklifts, etc.), drilling equipment, grapple loaders, liftgates and snow removal equipment.

Profiles outline manufacturer niches and specializations, strengths/weaknesses, direction, new products, overall strategy and outlook.

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