

Aluminum Body Presentation Q&A

Q: What is the actual weight savings between our two offerings?

A: 40% with a range of 37-45% depending on model.

Q: On the “Engineering Lab” slide in the presentation, what is the picture of?

A: Section on right is Engineering Lab expansion. Section on left is Maintenance Department expansion

Q: Where can the auxiliary component instructions/ guidelines be found?

A: Once complete, it will be published in the portal.

Q: Is the Aluminum platform able to be hoisted? If so, does it require a special mounting kit?

A: Hoist with sub-frame hoist is the intention. Design and validation of mounting not yet complete.

Q: Will we make “Labor Standards” available?

A: Bodies and many option will be the same as bolt-on versions in steel bodies. Any install differences will be documented as we go along.

Q: Will pricing structure be similar? Should Distributors that receive P-Quotes on Steel products can expect a P-Quote on Aluminum? What about the municipal and GTO process. Do we have the capability to be as aggressive and competitive as we are on steel?

A: Generally, yes. Distributors will be encouraged to send in competitive pricing information or other rational for p-quote discounts. We may not automatically issue P-quotes in some cases.

Q: How many additional jobs are we adding with the new factory?

A: 75 initially, over 200 eventually

Q: With SRW bodies growing to 83" wide, where is the extra width being used?

A: Side pack depth will increase to 16". Floor width will stay 49" wide.

Q: What does production start-up look like?

A: Production is planned to start March 5th. At a minimum, weeks 1-6 of production will be dedicated to standard, stock builds as detailed on Aluminum Service Body Price Page 5. Starting potentially as early as week 7, we will begin building orders that are not accounted for in a stock body configuration.

Q: Will Bid Specifications, Weights, Center of Gravity and Clear Door Opening specifications be available for Aluminum Service Bodies?

A: This section of the catalog will be released in the February Catalog release.

Q: What is the door seal material and application?

A: Door seal for aluminum service bodies will be a different seal than Steel Service Bodies. It will be peel and stick tape application.

Q: Are the Aluminum Stakes compatible with our current steel platforms?

A: The application still needs validated, however, the size, spacing and clip application of the racks is the same for steel and aluminum platforms.

Q: Is the light kit on the aluminum platform the same as the light kit on our steel platform?

A: Yes

Q: Have we identified OEM rear vision camera mounting standards for the service bodies (aluminum or steel)?

A: As of 1/15, we have 2 camera options in the catalog on page 98 of the Steel Service Body Options section. The loose kits contain the camera and the cable connection to the factory camera wiring. Chassis must have camera prep to work.

We will also be releasing options for using the OEM supplied camera options. Each OEM is handling this differently and we plan to have flexible options for Installers.

Q: Is the Aluminum Body going to be available unprimed, offering a polished (shiny) finish?

A: Service Bodies will not be available in a raw state. Platforms will be sold in raw state, standard.

Q: Will we have Colorado, Half-Ton, and Short-bed version available?

A: Shortbed versions are available. Bodies are also approved for install on Chevy 1500 Half-Ton trucks. The Colorado/Canyon models will be developed at a later date.

Q: Will 1848 and Pioneer packaging be available in stocking models?

A: Yes, A698-1848 and A698F40-PION models are available.

Q: What is plan for Repair Support?

A: We have a base of knowledge on what rework and repair looks like on these bodies. We will be handling these procedures as they are presented.

Q: What is the shelving?

A: Shelves are Aluminum and have the same weight rating. Additionally, shelves are convertible into Sortimo Boxx shelves by simply flipping them over and using the screw-down Boxx Slides available in the catalog.

Q: In the Plus 50 body, will the pull-out be aluminum?

A: Yes, they will be 500lb pullout, aluminum drawers