

# MARION DISPATCH

January 2001

Publication of Marion Body Work's, Inc. for its Commercial Truck Body Product customers and friends.

## **N**.E.W. Truck Expo

We will again be exhibiting at the North East Wisconsin (N.E.W.) Truck Expo, which will be held at the Shopko Hall in Green Bay. VIP night will be on Thursday, January 11<sup>th</sup> from 4 to 9 p.m. As always, admission to V.I.P. night will be by ticket only. The Expo will be open to all on Friday, January 12<sup>th</sup> from Noon – 9p.m. This is the largest Truck Expo in Northeast Wisconsin. Many aspects of the trucking industry will be on exhibit. This is a very well attended and popular local show and we hope to see you there!

## **Stock Body Update**

### **Aluminum Bodies**

- (1) 14' long x 85" high I.D. height x 96" wide
  - (2) 16' long x 91" high I.D. height x 96" wide
  - (1) 22' long x 97" high I.D. height x 96" wide
  - (1) 22' long x 97" high I.D. height x 102" wide
  - (4) 24' long x 97" high I.D. height x 96" wide
  - \*\* (2) 26' long x 97" high I.D. height x 96" wide
  - (3) 24' long x 97" high I.D. height x 102" wide
  - (1) 26' long x 97" high I.D. height x 102" wide
- \*\* *Special Discount* --\$1000.00 Deduct

### **FRP Bodies**

- (1) 24' long x 97" high I.D. height x 102" wide
- (2) 26' long x 97" high I.D. height x 102" wide

## **L**iftgate Update

With more loads being palletized, larger liftgate platforms are becoming very popular. Many liftgate manufacturers now offer tuck-under liftgates that have 60" x 80" platform sizes. These large gates offer ease in loading and unloading of a variety of palletized freight, and work especially well where combination dock and street deliveries are required. The tuck-under design of these gates allow for fast, unobstructed dock loading with the platform being conveniently stored under the truck body.



**O**ur **Structural Platform Body** is one of the industry's strongest. The bodies are designed and built for the customer who demands the highest quality, structurally sound body for demanding service. Features include:

### **Rugged Underframe**

The structural framing of 5" structural channel stringers, 4" structural channel crossmembers on 12" centers and 6" structural channel side rails provide the rugged construction needed to handle heavy loads and provide extra duty capacity for many years.

### **Practical Stake Setup**

Standard platforms feature stake pockets on 24" centers with a 3/8" x 3" steel rub rail facing for pocket protection and excellent tie down capability.

### **Long Life Floor**

1-3/8" Apitong hardwood flooring – not 1-1/8" yellow pine – is installed as standard to provide longer life and better weather resistance. This is not laminated Apitong, it is full 7" wide boards, to withstand rugged duty and the elements.

### **Protected Lighting**

All marker lights are recessed to protect them from being damaged.

### **Tailored To Your Needs**

With over 90 years of experience we have the capabilities to customize your platforms. Hoists, liftgates and specialized stake sides are just a few options. Fold-down sides are also available to make access from the sides easier. We also build Gas Cylinder Bodies, Lumber Roller Platforms, Steel Hauler Platforms and Curtainside Vans.

**E**lectronic mail can give your company the leading edge. When you receive a Marion quote through e-mail the options available to you have just increased. You now have access to a clean copy that can be printed out on your printer to give you a professional looking document. Also, the availability of cropping and editing to meet your customers special needs is now at your fingertips. In the same amount of time you are waiting for a hard-to-read fax to come through you could have already received and forwarded on your quote to your customer. E-mailing in your specs and changes gives you a copy of everything you originally quoted, eliminating any misunderstandings that might occur during phone conversations. This is also a faster means of communication; when you e-mail, the message is brought up on our screens immediately, resulting in a much quicker quote response back to you. In conclusion, e-mail can only save you time and money so try it the next time you need a van body quote. We look forward to reading your e-mails.

The Marion home office is open from 7 a.m. to 5 p.m. daily and is staffed through the lunch hour to quickly respond to your needs.

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**Inside Sales Team**

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**Commercial Parts :**

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**O**ur paint quality goes above and beyond that of our competitors. We are unique in that we also produce a full line of Fire Apparatus. A great fire truck procedure that benefits our van bodies is our top-notch paint jobs. We use Dupont Imron polyurethane paint, the very best for quality results and long-term protection. Our custom-made paint booth is extra wide at 20' to provide clear room for the painter to work. It is a downdraft booth so any overspray goes down to the ground instead of creating problems elsewhere on the body. Waterheaders keep the floor wet to grab any overspray that would land there. Thirty-seven triple elements lamps illuminate the booth for good visibility and the painter has his own air compressor. The air is twice filtered and heated if needed before entering the booth.

Detailed records are kept for every truck painted including amounts and batch numbers of the paint, primer, activator, accelerator, reducer and retarder. Inside and outside temperatures, humidity and time of day are reordereed. After painting the body is inspected and graded on a scale from 1 to 10 for seven key characteristics. If any single score is below a 5 the unit must be repainted.

We take our painting seriously and as a result you get an outstanding finish and protection for your van body, and that means happy repeat customers.



*A Tradition of Quality*



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