

# MARION DISPATCH

March 2001

Publication of Marion Body Works, Inc. for its Commercial Truck Body Product customers and friends.

## Stock Body Update

Currently quoting 7 day delivery

### Aluminum Dry Vans

- (1) 14' L x 85" H x 96" W
- (2) 16' L x 91" H x 96" W
- (2) 22' L x 97" H x 96" W
- (1) 22' L x 97" H x 102" W
- (3) 24' L x 97" H x 96" W
- \*\* (2) 26' L x 97" H x 96" W**
- (4) 24' L x 97" H x 102" W
- (1) 26' L x 97" H x 102" W

**\*\* Special Discount of \$1000.00**

### FRP Bodies

- (2) 24' L x 97" H x 102" W
- (2) 26' L x 97" H x 102" W

## New Option!!

Help prevent accidents, slips and falls with a Grip Strut stepping surface on your next combination drop step bumper. This heavy-duty step is



**This step is shown with optional grommet mounted lights, recessed license plate and walk-ramp cutout.**

constructed with a full channel perimeter, 1/4" side gussets and is braced back to the chassis frame rails for strength. The Grip Strut's aggressive stepping surface has generous holes to help prevent snow and dirt build-up. Call your Sales Specialist today for your free sample of Grip Strut and a quote for a new body with our new step.



## Superior Rear Frame Appearance

A standard 12-gauge galvanized steel rear frame is used on our line of van bodies. Competitors use a less-expensive, weaker 14-gauge steel rear frame. This is a critical area for stresses and potential failures on a van body. The rear frame takes a



tremendous pounding, depending on the load and road conditions. Ironically, perhaps the toughest time for a rear frame is the unloaded dead haul back at the end of the day. This is the area where problems are most likely to occur. Our steel rear frame is prepped and painted (including the door) then infrared cured – all in the plant before it ever is submitted to the elements. We pay special attention to paint quality here-where your van body appearance is most noticeable.

Specify and purchase a "Marion" to get a strong, lasting 12-gauge steel rear frame. By keeping your customer safe and trouble free with Marion quality you'll be guaranteed future sales.

**The T3 Commercial Truck, Trailer and Technology Expo** runs in conjunction with the 37th Annual NTEA Convention – offering the latest information, industry-specific educational sessions and business opportunities to benefit NTEA members. Manufacturers, distributors, dealers and end users all attend the T3 Expo. The expo is the largest annual gathering of Class 1-8 truck, trailer and equipment manufactures in the industry. This years NTEA convention ran Feb. 28<sup>th</sup> through March 3<sup>rd</sup> with the Expo open March 1<sup>st</sup> – 3<sup>rd</sup>. This Expo provided an excellent opportunity to see the latest innovations in the truck industry, while networking with over 5000 show attendees, and over 400 exhibitors. Representing Marion at the T3 Expo and NTEA convention this year were Mike Foley, Vaughn James and Jeff Suehring. Next year's NTEA show and T-3 Expo will be held in Orlando FL, March 6<sup>th</sup> – 8<sup>th</sup>.



## Customer Corner

### Used Equipment For Sale

#### L&S Truck Center

(1) 20' platform

Contact Jon Leu  
920-923-9944

### Idealease of Central WI

(1) 24' Curtainside

Contact Tom Vandehey

- Like new, Blue Curtains

715-591-2591

### Cooley's of West Bend

(1) 24' Alum Dry Van

with 4000lb Railgate

Contact Doug Petsch

(2) 24' Alum Dry Vans

262-334-3474

(1) 22' Alum Dry Van

If you are interested in listing any used equipment in our Customer Corner please call Jeff Suehring or Gwen Hahn

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.

Phone: 715/754-5261

Fax: 715/754-5776

#### Inside Sales Team/Commercial Parts

Jeff Suehring (ext.123) [jsuehring@marionbody.com](mailto:jsuehring@marionbody.com)

Gwen Hahn (ext.144) [ghahn@marionbody.com](mailto:ghahn@marionbody.com)

#### Our Field Sales Team

Mike Foley

Office: 414/639-5644

Mobile: 414/791-3542

[mfoley@marionbody.com](mailto:mfoley@marionbody.com)

Dave Abrahamson

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*A Tradition of Quality*



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[www.marionbody.com](http://www.marionbody.com)

## Fabrication Capabilities

To reduce the costs on your van body we use computerized fabrication equipment that will produce parts to exacting requirements. Quality is improved through greater accuracy, repeatability and clean-cut edges. Fast revisions are possible, for once the part is programmed, hole locations or dimensions can be changed very easily. Replacement parts are accurate and made promptly thereby reducing the cost of your van body.

**Shearing:** A Wysong 12' Hydraulic Shear. The machine can cut ¼" mild steel up to 12' long and has a 13 to 32 per minute adjustable stroke. It also has a power swing up 36" back gauge, two 48" front support squaring arms with disappearing stops, a 144" powered squaring arm in combination with a 72" powered front gauge, and a PC100 computerized gauge control; with ShearMaster software to minimize scrap.

**Punching:** A Strippit 1250 Turret Punch Press. This fabricator can exert 33 tons of force and has 33 tooling stations. Two of the stations are "auto indexing" allowing the tooling to be rotated at any angle by the computer during the machine cycle to produce any shape opening. The fabricator is equipped with a bi-directional interface for DNC operation and is hardwired to programming computers in the office. Accuracy is to within .004"!

**Milling and Drilling:** A Milltronics BR-50 bridge mill with a Centurion VI CNC control. This machine tool can precisely mill and drill aluminum, steel, plastics, etc. An automatic 20-station tool holder, allows the operator to make parts faster and more accurate with the appropriate tools.

**Forming:** Two 250-ton 12' Accurpress Hydraulic Press Brakes each equipped with a computer controlled 26" auto back gauge. Capacity is ¼" hot rolled plate 12' long. A special extra deep throat on each machine permits bending of complex parts to replace several welding parts together.

**Skilled Craftsmen:** We regularly conduct in-house training and certification programs in welding and other skills. Our employees average over 12 years with the company and this experience and knowledge goes into every part and product we make.

Offering these state-of-the-art fabricating capabilities puts us one step ahead of the competition and makes us your top choice for manufacturing your truck body. All of these features benefit you by increasing accuracy and production time. Keep us in mind for the next truck body you need.