

MARION DISPATCH

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

April 2002

Stock Body Update

Currently a 5-working day delivery

Aluminum Dry Vans

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

FRP Dry Vans

- (1) 24' L x 97" H x 102" W
- (1) 26' L x 97" H x 102" W
- ** *Special \$1000 Discount*

Thirty Years Plus of Experience

Leadman Leo Wudstruck has worked here since 1969, nearly 33 years; all of these years have been

associated with our

Commercial product line. Leo worked throughout the shop at all of the work centers. Over the years he has been a Team Leader for proto-type



units, acted as Assistant Leadman and in 1993 he was promoted to the Commercial Leadman. Leo is responsible for the training of the new employees, oversees the building of each Commercial unit and up to 30 employees. He is an active member of our cost improvement team, re-design group and participates in product testing and the building of pilot units for special requests.

Leo knows and understands Commercial bodies inside and out. He is knowledgeable and provides the expertise needed to provide our repeat customers with the high quality, durable bodies they expect from Marion.

Extra Quality Built in Where it is Needed but not Where it is Easily Seen

Proper undercoating helps prolong the life of your truck body floors. Marion now purchases pre-undercoated van body flooring. Each board is pre-undercoated at the flooring factory. This undercoating coats the wood floor above the crossmembers, preventing water from entering in this area. This is a 100% Acrylic Emulsion undercoating designed for wood truck and trailer flooring, has good flexibility, and excellent moisture resistance. Our 4" I beam cross-members are also precoated at the steel mill so rust protection is on all surfaces of the I beam including the top, an important area because it is a water and salt trap. Quality undercoating on your Marion Body helps keep your truck on the road longer.

Customer Corner

Used Equipment For Sale

McCoy Nationalease

- (1) 22' platform
48" bulkhead, 5 sliding
winches w/forklift mount
kit at rear

Contact Dick Paalman
920-380-9910

Cooley's

- (1) 22' refrigerated van
with liftgate
- (1) 24' Curtainside
very good condition

Contact Doug Petsch
262-334-3474

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

Marion's "March Madness"

Were not talking basketball here, we are talking about opportunities. During the month of March we were fortunate to be able to attend four separate, truck related exhibit shows. We feel these shows give us the opportunity to better ourselves as a company. We can meet face-to-face with many of our customers, vendors, and yes, even the competition.



Three of the shows this year fell within the same week. The TMC (Technology and Maintenance Council) was held in Fort Lauderdale. Staffing our booth were Mike Foley and Jeff Suehring. The four days involved meetings focused on new engine emissions requirements, and other topics related to the trucking industry. Mike and Jeff met with customers and potential customers, and talked to our suppliers about new products and cost reduction ideas. The Work Truck Show and 38th Annual National Truck Equipment Association (NTEA) Convention was again a



success for the industry professionals that came together in Orlando. This year a record number of 441 exhibiting companies confirmed The Work Truck Show's position as the best place to find the latest products and innovations in the industry. Dave Abrahamson and Gwen Adams represented Marion. Two Men and A Truck also held its annual meeting the beginning of that week. This is our third time with a booth at this meeting. Mike Foley met with many friends that have Marion Moving Van Bodies and they are pleased with the performance of our truck bodies. Attendance was very good with 87 of the 111 franchises represented.

The AMSA (American Moving and Storage Association) held its annual show this year in Kissimmee, FL. Mike Foley represented Marion at this trade show. We had our demo moving van on display. We received many compliments from current Marion customers on the quality of our bodies. The attendance was good and Mike was able to meet with many Marion friends and future customers.



Springing Ahead

With March Madness behind us we look forward to an exciting spring. Our inside sales team of Jeff and Gwen are back in the office to answer your calls. Mike and Dave are on the road and looking forward to seeing you soon. We apologize for any inconvenience "March Madness" might have caused, but these shows give us the opportunity to meet with vendors and check out the competition so we are able to better serve you, our customer. We are always looking for innovative ways to be cost competitive and keep our quality high. Thank you for your business.

Marion's 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

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Inside Sales Team/Commercial Parts

Jeff Suehring (ext.123) jsuehring@marionbody.com

Gwen Adams (ext.144) gadams@marionbody.com

Our Field Sales Team

Mike Foley Office: 262/639-5644
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mfoley@marionbody.com

Dave Abrahamson
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Wedding Bells Ringing at Marion

If you haven't already noticed please take note of a name change, Gwen Hahn is now Gwen Adams; she was married on April 6th to Ben Adams. Congratulations and Best Wishes!!

A Tradition of Quality



Marion Body Works, Inc.

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www.marionbody.com