



TRAILER

Introduction to DTNA Trailer Parts

up
Level

DTNA PARTS CONFERENCE 2025

Complimentary Products Create Easy Targets



Find customers at:

Fleets
Independent Repair Facilities
Owner/Operators

The easiest customer to get is the one you already have.

Has anyone in the session had success selling trailer parts?

Step By Step – Selling Trailer Parts

1. Ask your existing customers and fleets.
2. Request a parts list.
3. Start below the frame rail.

Start Low, Work Your Way Up.

By starting with below the rail products, you're largely working with parts you're already familiar with on the truck side.



Below The Rail Focus Areas

- Suspensions
- Wheel End
- Braking
- Electrical
- Landing Gear



Learning Session



Learning Session



Above The Rail Focus Areas

- Floors & Doors
- Corners
- Walls & Posts
- Roofs
- Rails



Is anyone selling trailer body parts today?

Doors

Swing Doors

- Composite & Wood Core - generic sizes, trimmed to fit
- Gaskets - glued to the door
- Hinges, Hinge Butts & Hinge Pins
- Lock rods – pre-assembled or available as kits and rods.

Roll-Up Doors

- Complete Door Kits or individual bottom & intermediate panels.
- Hinges & Rollers – most common wear items
- Roller Track & Operators – aka springs



Floors

- **Oak or Mixed Hardwood**
 - Oak is more expensive and lasts longer
 - Mixed Hardwood costs less and is not as durable.
 - Available in 24' length & 1-1/8", 1-1/4" and 1-3/8" thickness
- **Crossmembers for Dry-Van Trailers**
 - Available as Primed, Galvanized or Bare.
- **Apitong for Platform/Flatbed Trailers**
 - Available in 16' length & 1-1/8", 1-5/16" and 1-3/8" thickness
 - Available in 5" or 7" wide versions.



What can generate revenue for your trailer program that isn't on the trailer?



Trees



Low Bridges



Poles & Posts

Corners

Corner Caps & Corner Radius

- These are commonly replaced body parts.
- Some are Universal, some are specific to the Curbside (Right) or Roadside (Left)
- Specific to each OEM Manufacturer:
 - Stoughton
 - Utility
 - Great Dane
 - Wabash
 - Hyundai
 - Others



Walls, Roofs & Rails

Wall Panels & Posts

Sheet & Post – rugged, built to last

- Panels are mostly universal
- Posts are OEM specific, but many are “will fit”

Composite – lighter, slightly wider inside.

- Panels, Inner & Outer Splices are all OEM specific – it is very hard to swap panels between OEMs.

Roofs & Roof Bows

- Mostly aluminum, 103” wide (95%) or translucent (5%)
- Roof bows are OEM specific, many use SGO 07200028 for older trailers

Rails: Upper, Lower & Nose

- OEM specific; multiple options available
- Nose rails are easy repairs
- Lower & upper rails require 3-5 people to install

Program Foundations - Alignment

Complete Offering

Dealers must have access to a parts solution wherein their customer requires no other source for their truck and trailer parts needs.

Competitive Pricing

Pricing to dealers must be at or near current market pricing to gain entry into a new market or compete in an established one.



Easy to Order

Dealers must be able to identify and find parts simply. Cross references must be loaded and searchable in Excelerator.

Speedy delivery

Dealers must be able to rely on quick delivery from our PDCs for must-have parts and a reliable, predictable direct ship channel for stocking.

Program Details



- Approx. 3400 parts available direct ship; top 250 represent 80% of revenue generation
- Current fill rate @ 97% for DS
- \$4500 Prog Min. Freight prepaid
- Approx 100 parts available in 9 PDCs and the RDC (69 parts) representing 48% revenue generation
- 20 HLD Landing Gear in PDC
- Suggested stocking by market size
- Inherited Pricing Structure

DTNA Part Number	Description	Direct Ship	PDC / RDC
SGO A401R G3 17	LANDING GEAR, LEG, GEAR, STRAIGHT GREASE	✓	✓
SGO A440UG3 17LEGS	LANDING GEAR, SET, LEGS ONLY, UNIVERSAL	✓	
SGO A401L G3 17	LANDING GEAR, LEG, NON-GEAR	✓	✓
SGO PRO CL22TAS LP	LANDING GEAR LEG SET, LOW-PRO MIN BUY 12	✓	✓
SGO A400R T 17	LANDING GEAR, LEG, GEARSIDE, HI-PRO	✓	✓
SGO 110500	SPRING BRAKE VALVE	✓	✓
SGO S 28929	AIR SPRING, 9978	✓	
SGO PRO CL22TAS	LANDING GEAR LEG SET, HI-PRO, MIN BUY 12	✓	✓
SGO A400L T 17	LANDING GEAR, LEG, NON-GEAR, HI-PRO	✓	✓
SGO GREENWING KIT	SIDE SKIRT KIT, WHITE, GREENWING	✓	
SGO A401 G3 17LEGS	LANDING GEAR, SET, LEGS ONLY	✓	
SGO GLGEN2 1010	ECU/RELAY VALVE, 2S/1M BASIC,NO CABLE	✓	✓
SGO KIT11305	UCA & KIT11302	✓	
SGO A401R G3 17.08	LANDING GEAR, LEG, GEAR,45DEG GREASE FIT	✓	
SGO KPFP100A B	CRACK FILLER, FLOOR REPAIR KIT	✓	✓
SGO PRO 01 9978C	AIR SPRING	✓	
SGO TA36416	DUMMY GLADHAND, CAST SOLID	✓	✓

Program Support

- Parts loaded in Excelerator with images
 - Searchable by description, VMRS and cross reference
- DTNA Parts Academy Learning Modules
- Multiple PartsCap pages in development
- Field support from DTNA & Stoughton

General inquiries can be sent to trailerparts@daimlertruck.com

Program Support From Stoughton

www.stoughtonparts.com
parts@stoughtontrailers.com
1-800-227-5391

YOUR ONE-STOP SOURCE FOR ALL MAKES TRAILER PARTS

Get Price List

STOCK RUN

(KEYWORD OR VIN # SEARCH, ORDER UPLOAD)

PARCEL/LTL ORDER

(KEYWORD OR VIN # SEARCH, ORDER UPLOAD)

DROP SHIP PRODUCTS

(DIRECT FROM MANUFACTURER)

LOOKUP AND TRACKING

RMA

ACCOUNT INFORMATION

Sign up at Stoughton's trailer in the tradeshow for your own username and password!

Product Search

Part #/Keyword:

Enter Key Words (Part Number, etc)

Search Q

Enter at least 3 characters to search

VIN #:

Enter the VIN

Search Q

Enter the last 8 digits of the VIN #

Category:

Please choose...

Search Q

Brand Name:

Please choose...

Search Q