



# TRAILER

## Stoughton Introduction & Overview





# TRAILER

The mission of the DTNA Parts Trailer Program is to deliver an all-makes trailer parts solution to our network and mutual customers. In conjunction with key supplier partners, DTNA Trailer Parts offers both below and above the frame rail parts, enabling our network to be a true one-stop-shop for truck and trailer part solutions.

# Why Has DTNA Invested In A Trailer Program?



TRAILER

Estimated market size between \$3.4B and \$4.5B

We're already in the business – sort of.

Many of you are in the trailer parts business at varying levels.

Our mutual customers must go to 2 or more locations for their part needs.

## Why should you be interested in a trailer program?

Enhanced customer solutions

Improved customer retention

Revenue opportunities with existing customers

Revenue opportunities with new customers

More streamlined business operations

# DTNAParts<sup>TM</sup>

• ACADEMY •

# Aftermarket Trailer Parts Distribution



TRAILER



*Great Dane*



**NEWLIFE**



**Aurora Parts**™



# Introducing Our Partners



TRAILER



Bryan Dempsey, General Manager, Aftermarket and Fabrication Solutions  
Mike Mrla, Director of National Accounts and Fabrication Solutions

# Trailer Program Part Categories & Partners\*



TRAILER

## Below the Frame Rail Products:

Suspensions

Braking & Wheel End

Electrical

Landing Gear



## Above the Frame Rail Products for Multiple OEMs:

Trailer Body – Including Walls, Posts & Panels

Corners

Roofs

Doors

Floors

Frame Rails



*\*Partner list is not all encompassing of supplier partners and is subject to change.*



# Trailer Program Parts



# TRAILER

All parts loaded with an “SGO” prefix are sourced from Stoughton Parts. Parts only available for Freightliner or Western Star franchises.

## Program Overview:

Approximately 3,500 SGO parts, below and above the frame rail

160 parts available via the PDC network

All parts available Direct Ship on a single direct ship program

## Direct Ship Program Details:

Cost advantaged

Program minimum of \$4,500 USD / \$6500 CAD

Freight prepaid on all orders

All orders ship from Stoughton, Wisconsin

Typical lead time 7 days

**Introductory Offer:**  
**Program minimum reduced to**  
**\$2,500 (\$3,500 CAD)**  
**until 11/30/25**

# Trailer Program Warranty



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All “SGO” prefix trailer parts will be eligible for a parts only warranty from the date of retail sale for 12 months. All claims will be submitted through OWL and will be subject to validation by DTNA and or the supplier.

Parts deemed warrantable will be reimbursed up to the DTNA published price with a 33% handling fee will be included.

There is no service component or progressive damage coverage for any SGO parts.

# Program Support



# TRAILER

Exceleator has over 6,000 (and counting) cross references loaded for SGO parts

Four DTNA Parts Academy Learning Modules

Inside Sales and Field Support from DTNA

DTNA Portal > Parts > DTNA Parts Trailer Program

DTNA PartsCap: [Stoughton Trailer](#)

Dedicated inbox for inquiries: [trailerparts@daimlertruck.com](mailto:trailerparts@daimlertruck.com)

## Support from Stoughton Trailers

Stoughton Field Support (Next Slide)

[Stoughton Parts Portal Login Link](#)

**Username:** dtnadealer **Password:** dtnadealer123!

Dedicated inbox for inquiries: [parts@stoughtontrailers.com](mailto:parts@stoughtontrailers.com)

Product Search

Part #/Keyword:

Search

Enter at least 3 characters to search

VIN #:

Search

Enter the last 8 digits of the VIN #

Category:

Search

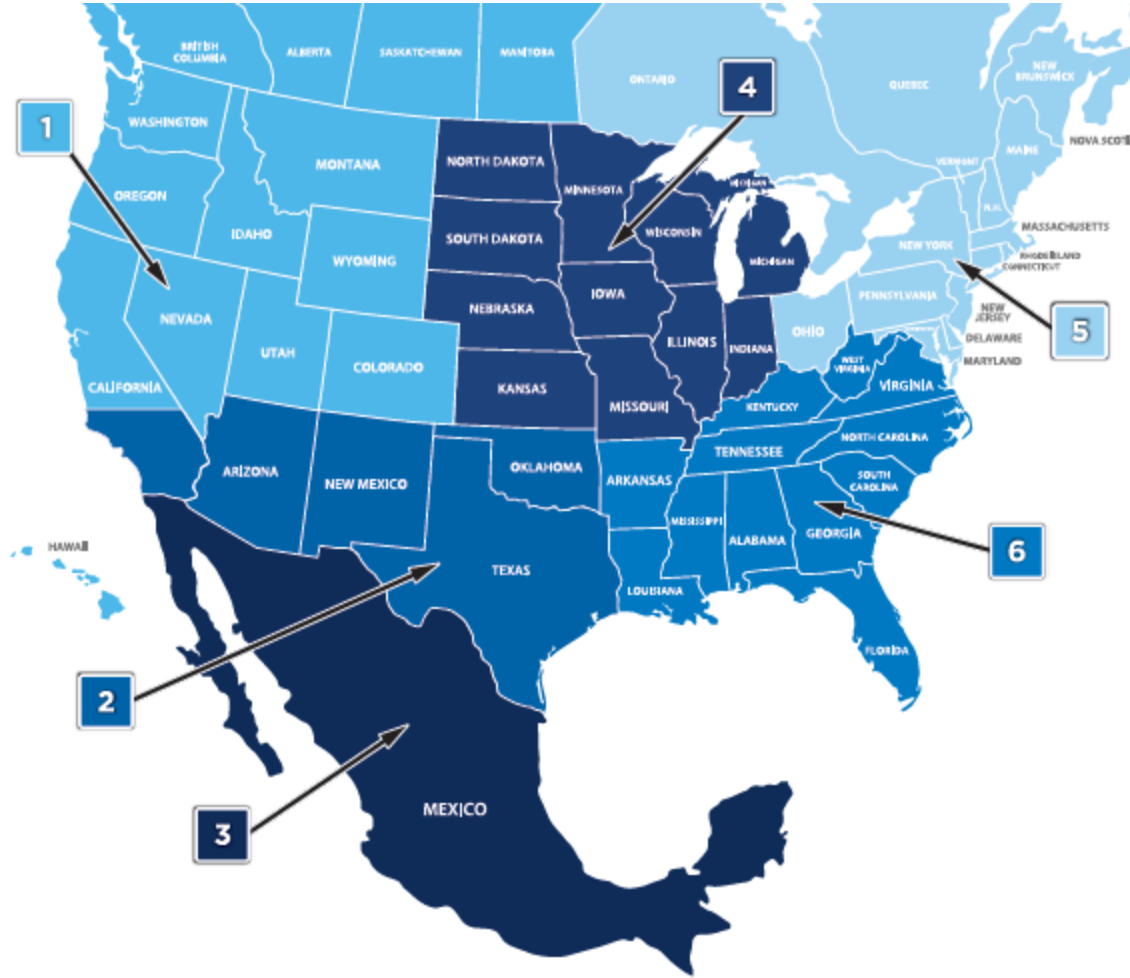
Brand Name:

Search

# Stoughton Field Support



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**Toll Free: 1-800-227-5391**

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Please enter any questions you have in the chat  
and we will do our best to answer them.