



# The Doonan<sup>®</sup> PROFIT.

COMING SOON! Watch for our 2016 Doonan<sup>®</sup> Calendar Program Order Form Announcement

News & Information to help YOU create Profitable Sales!

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## LEARN BY VIDEO

Doonan<sup>®</sup> Specialized Trailer LLC Video Training Series

Dealer Order Form Version 15\_04a

Doonan<sup>®</sup> Quote System

**Doonan<sup>®</sup> Develops New Learn By Video Training Series – Quote Order Form Tutorial Now Online.**

Doonan<sup>®</sup> has developed the following Video Tutorial to train Dealers on the functionality of its Quote Order Form System:



▶▶ Watch for additional Doonan Training Series Videos covering 'Options' that are traditionally selected by Customers for specific trailer types & models.

**To change the Playback Speed of this Video in YouTube:**

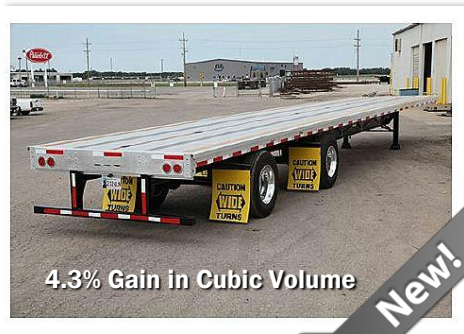
1. Click on the 'Gears icon' in the video, and choose speed. This will allow you to speed up or slow down the video.
2. If you do not see this option, you may not have HTML 5 enabled. Click-on the following link to make sure you have it enabled:

<https://www.youtube.com/html5>



Doonan<sup>®</sup> Specialized Trailer LLC  
Designers and Builders of Specialized Trailers Since 1974

## SPECIALTY PRODUCTS SHOWCASE: Doonan<sup>®</sup> Develops Narrow Neck Platinum Flatbed Trailer Solution for one of North America's Largest Transport and Logistics Companies



▶▶ The Doonan<sup>®</sup> engineered Narrow Neck Platinum Flatbed Trailer has 3,870 CF of volume, based-off a 47" fifth wheel height. By comparison, a standard Flatbed Trailer has 3,701 CF of volume, based-off a 49" fifth wheel height. The difference results in a **4.3% gain in cubic volume** in Doonan's custom-engineered design. Both calculations are based-off a 13' 6" overall height.

Designing and building specialized flatbed trailers for one of North America's largest transport and logistics companies, is a partnership that continues to strengthen and grow, thanks to Doonan<sup>®</sup> Specialized Trailer LLC providing a custom-engineered solution for a 54" low deck height, curtain side hi-cube, flatbed trailer.

This progressive leader in the transportation industry utilizes thousands of Company-owned flatbed and curtain side trailers.

The uniqueness of Doonan's innovative structural design, centers around the 7" neck

height above the coupler height, which gives the trailer a maximum 54" deck height when hooked-up to a 47" fifth wheel height. The Customer wanted this low deck height because the tarp system installed on the trailer required the maximum inside height of the tarp system.

Another significant factor incorporated into the trailer design, is that it is built with reduced camber, as compared to standard flatbed trailers. This again, is due to the tarp system. In the structural engineering world, camber is known as having a slight arc or bend induced in a beam. Cambered beams give flatbed trailers many potential benefits such as longer service life, increased load capacities, and reduced weight, resulting in better fuel economy.

Even with the reduced camber, Doonan<sup>®</sup> was able to achieve a rating of 46,000 lbs. in 30'. Doonan<sup>®</sup> can achieve nearly any rating a Customer requires. In this particular instance, the cited rating is what the Customer specified.

"We're delighted to have been asked to develop this specialized flatbed trailer," said Mike Gordy, Co-Manager (Operations). "This trailer is an excellent example of how leading transportation companies are reaching out to Doonan<sup>®</sup> to provide them with cost effective, custom-engineered solutions for their hauling needs."



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