

Evolving Trailer Technology



V18 • 3



**Everest Reefer Performance
Wireless Rear Camera Enhances Safety
A New Generation of Excellence for Truck Bodies**

6 Frost in Their Name 10 Moving Windows and Doors 15 Safer Lighting Inside and Out

2016 Events Calendar

October

17-19 IFDA Distribution Solutions Conference, Tampa, FL

November

7-9 Women in Trucking Accelerate! Conference & Expo, Frisco, TX

14-16 CCJ Symposium Fall Scottsdale, AZ

14-16 International Association of Ice Cream Distributors & Vendors (IAICDV) Annual Convention Orlando, FL

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Lights, Cameras, Action

Dear Customer,

It's always exciting to introduce new products to the marketplace, especially when you know the products are high quality and going to be well received. In this issue of Evolving Trailer Technology we highlight a few products Great Dane developed with industry partners to help improve safety and efficiency.

Leading the list is a new wireless backup camera that enhances a driver's rear vision and awareness of his or her surroundings on the road, in a parking lot and during docking maneuvers. Great Dane engineers and ASA Electronics worked collaboratively to create this unique system.

The Everest Reefer isn't new, but that doesn't mean it stays the same. The roof is now constructed with a strong and durable bonded edge over composite roof bows. The Everest also now has a fastener-less cove molding, which creates a smooth, durable surface.

Great Dane's reefer design has the most advanced insulation foaming process, modular panel construction, premium PunctureGuard or optional ThermoGuard liners, an advanced floor system, and optional side doors with Great Dane's unique blade lock.

To help make nighttime deliveries safer, Great Dane has partnered again with Grote to introduce new LED trailer lighting that turns on automatically and creates a safer and more productive workplace.

The Great Dane Alpine refrigerated truck bodies have their roots in the success of Johnson Refrigerated Truck Bodies, a wholly owned Great Dane subsidiary. Now they carry the Great Dane brand and receive all the support that it brings.

The trailer and truck body marketplace is changing, and Great Dane is responding with new and better products that customers want and need. Whether the need is lights, cameras, reefers, truck bodies or something else, you can be sure the Great Dane team will respond with action.

Best regards,

Dean Engelage
President
Great Dane



Fall 2016

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A Safer Rear View

A mini wireless rear-mounted camera and microphone from ASA Electronics enhances safety

Imagine navigating a truck-trailer down the highway at 70 mph when you need to change lanes. Following safety protocols, you check your mirrors, activate your turn signals and begin to maneuver into the next lane. Suddenly, a car appears in the lane beside you. The driver of this vehicle honks his horn, but the sound is muffled by the engine and the road noise. Luckily, the driver of the car slams on his breaks, narrowly avoiding collision with you and the vehicle behind him.

Now imagine the same scenario but with the assistance of a rear-mounted camera that provides vision for your blind spot. Before changing lanes, you see the road from all angles so you spot the car that your mirrors didn't reveal. A potential catastrophe averted with the help of a small device.

Great Dane and ASA Electronics have introduced the industry's smallest wireless camera system powered by wireless auto-pairing technology. The rear-mounted camera gives drivers increased awareness of the action behind their rigs on the road, in parking lots, and during docking maneuvers. These cameras can help avoid accidents and increase driver and pedestrian safety.

ASA has a patent on the wireless auto-pairing of the transmitter to a monitor inside the truck cab. The auto-pair feature is unique in that no wired connector is necessary when hooking the truck to the trailer.

"ASA devoted over two years to developing our WiSight® wireless vehicle camera technology, with a large portion of that time spent performing real-world, over the road, performance testing," said Jerry Maffetone, vice president of Engineering at ASA Electronics. "The key to the robust performance we were able to achieve is in the way our dynamically adjusting software and frequency-hopping



technology ensure a continuous link between transmitter and receiver even in high RF interference environments. And our patented auto-pairing feature allows drivers to easily connect their monitors to different cameras as trailers are dropped and picked up."

The wireless technology allows the video and audio from the paired camera to be played through the in-cab monitor. The camera's embedded microphone alerts a driver if a passerby or pedestrian shouts during a backing maneuver, which is beneficial if the driver is not looking at the monitor at that moment.

How they work

ASA Electronics' mini trailer cameras are mounted to the rear header and hardwired to a transmitter mounted on the trailer's front wall just above the 7-way J560 receptacle. Both the camera and transmitter are powered via a connection to the blue pin or auxiliary power circuit on the J560. When a trailer outfitted with the ASA wireless camera and transmitter hooks to a truck with a compatible monitor, the driver hits the monitor's pairing button and plugs the primary 7-way cable into the J560 receptacle to complete the pairing process.

ASA designed the system to accommodate different customer preferences. Some customers prefer to have the monitor on full-time, while others only want it to operate when the tractor gear is in reverse. Customizable display options can be easily selected using the simple software.

"Since ASA Electronics has complete control over the R&D process and platform, we have the ability to provide custom solutions to meet fleet-specific safety and operational goals," said Justin Garver, CV National Accounts manager at ASA Electronics.

Enhancing the driver's view

Drivers see detailed images for a minimum of 22 feet behind the trailer with this system. Additionally, the camera adds eight and a half feet of visibility in each lane adjacent to the trailer, creating a path of rearward sight that is a full 26 feet wide.

The system's auto night brightness mode increases safety in the dark. All ASA cameras feature high quality IR LED lights that are rated at 0 lux. These allow the camera to produce detailed video from behind the trailer even when there is little or no ambient light.

ASA specifically tooled the camera so that it does not protrude beyond the protection of the drip edge, making it the smallest exterior camera in the industry. This helps to eliminate the possibility of damage from docking and makes it inconspicuous, decreasing the risk of theft.

Great Dane's engineering team and ASA partnered to fully adapt the wireless auto-pairing system to Great Dane's high standards. ASA created a production-friendly and aesthetically pleasing transmitter enclosure, which uses OEM-quality connectors that match the industry-leading durability standard set by Great Dane's electrical system.

With this system, drivers have a safer rear view that helps them and others on the road. 🚛



“Frost” is in their

Land O’Frost produces and delivers refrigerated and frozen foods safely

Antoon Van Eekeren immigrated to the United States from Holland with dreams of success. He was a visionary who saw the needs of consumers and acted on them. His vision and embrace of technology built a business that has become the largest family-owned brand of packaged deli meat in the U.S.

In 1941, Van Eekeren founded a freezer storage business using a building in the south side of Chicago. In the 1950s, he expanded his business to begin producing frozen meat pies, TV dinners and wafer-sliced beef. The products were sold under the Land O’Frost name.

In 1966, Van Eekeren’s sons, Paul and Henry, took over leadership of the company, and today, Paul’s son David is president. Land O’Frost opened its first lunchmeat manufacturing plant in Lansing, Illinois, in 1969 followed by the purchase of a Birds Eye® vegetable processing plant in Searcy, Arkansas, in 1975 and Leo’s, a California-based company, in 1981. In 2007, the company opened a state-of-the-art processing plant in Madisonville, Kentucky, with the most modern processing and food safety technology the industry had at the time.



Name

Company Profile

Land O' Frost

Headquarters: Munster, Indiana

Founded: 1941

Plant Locations: Lansing, Illinois, Madisonville, Kentucky, and Searcy, Arkansas

Great Dane Equipment: 53-ft. Everest reefers with roll-up doors

The family's entrepreneurial spirit has continued to grow the Land O'Frost brand nationally, in part because of its emphasis on food safety and people safety. Staying ahead of the curve in these areas is an important part of the Land O'Frost culture, and the company prides itself on delivering quality frozen foods to its customers safely. Its products can be found in supermarkets and mass merchandisers nationwide, as well as in Mexico, Puerto Rico and some U.S. territories.

Perfectly Spec'd for Safety

Delivering food on time and at-temperature is crucial in the foodservice business, so Land O'Frost depends on quality trailers. With a fleet of 51 trucks and 86 Great Dane Everest reefers traveling around the country, the company must have a trailer that meets its needs.

Land O'Frost purchased its first Great Dane trailer in 1996, and for the last 12 years, it has only bought Great Dane trailers.

"We depend on our trailers to haul our chilled and frozen products to our customers. We also deliver our raw materials to our plants, so we

transport chilled, frozen and dry materials," said Mark Brewster, transportation manager at Land O'Frost.

Land O'Frost spec's its trailer with Whiting ColdSAVER III roll-up doors with aluminum skins to help maintain low temperatures. It also uses E-Track securing rails and heavy-duty reefer cargo Safety-Grip flooring to keep cargo in place. The positive traction Safety-Grip surface helps improve traction for cargo securement and is rated at 20,000 pounds, the highest forklift-rated floor in the industry.

For extra sidewall protection, Land O'Frost spec's 12-inch PunctureGuard scuffband. "The addition of PunctureGuard has probably been one of the best decisions we have made for our trailer specs," Brewster said. "Our trailers were being damaged along the sides when forklifts would run a pallet down the side of the trailer, tearing the aluminum scuffband that we used to spec. The PunctureGuard scuffband has made this issue practically nonexistent."

It's that kind of thinking that has helped what was once a small regional company to thrive for three generations and grow into a national brand that its customers trust to keep their food safe. 🍷



The Pinnacle of Performance

Great Dane Everest Reefers Provide Unmatched Cargo Protection

Whether they haul frozen food across country or make deliveries to grocery stores and restaurants around town, food delivery companies know their reputation and profits depend on how well they protect their cargo. They want an efficient reefer that keeps their cargo safe – and they want it to last.

For decades, food delivery companies have chosen the Great Dane Everest reefer because it is the pinnacle of performance when it comes to hauling refrigerated cargo. The Everest is sturdy and built to last, giving fleets years of excellent return on investment. It has the most advanced void-free insulation foaming process, premium liners, modular panel construction, and there is no wood in the trailer. All of this adds up to industry-leading thermal efficiency, reduced moisture intrusion and a safer, more sanitary interior.

Below are just a few of the special features that set Everest reefers apart from the rest.

Ultimate Sidewall Protection

Impact resistance is the name of the game with interior linings. Great Dane's PunctureGuard lining is lighter and stronger than any other lining option and comes standard on all Everest reefers. It also has

nearly three times more adhesive strength to help fight against delamination.

For the ultimate interior protection, Great Dane's patented ThermoGuard lining helps maintain insulation performance for the life of the trailer. Made with a proprietary barrier layer, ThermoGuard is virtually impermeable and designed to provide significant cost savings. ThermoGuard reduces cooling run time, helps maintain excess cooling capacity and reduces fuel consumption, so fleets can be assured their cargo will stay at the right temperature.

Strength of Modular Design

The Everest roof system is constructed of lightweight features connected through a bonded process that delivers durability and optimal thermal efficiency.

An aluminum roof sheet is supported by extruded aluminum roof bows and is secured to the top rail using a rolled edge design to seal the perimeter against moisture intrusion. The roof and walls are constructed using an advanced high-pressure panel foaming process that assures consistency throughout the panels and void-free insulation.



Our innovative modular design joins the panels to create a continuous blanket of insulation at all connection points. The interior ceiling-to-sidewall connection uses a fastenerless cove molding to seal the joint against moisture and bacteria.

The high-performance floor design protects cargo from underneath and helps ensure proper temperatures. The 16,000-pound-rated aluminum duct floor is automatically welded to seal out moisture, and the composite floor sills are engineered for maximum durability and defense against moisture intrusion. The floor includes an integral channel that provides protection for air and electrical lines. The sills are anchored by sill screws that employ an organic multi-layer coating that resists corrosion. Aluminum end clips secure crossmembers to the side rail and also protect against corrosion. Finally, an impact-resistant thermoplastic sub-pan completes the floor design, creating an extremely durable and well-protected floor – the industry’s best reefer floor. *(See QR code to link to a video about the floor design.)*

Multi-temp Cargo Access

Need quick and easy access to multi-temp compartments? The Everest is available with multiple side door heights, widths and locations.

Our unique blade lock side door design holds the door securely closed so cold air stays in. The blade lock exerts constant pressure along the full height of the door, ensuring that the efficient dual-compression seals prevent air loss around the total perimeter of the door, which swings open 180-degrees. The low-profile

design eliminates protruding hinges and lock rods, reducing potential for damage. For more than 35 years, Great Dane customers have chosen this proven door lock for its reliability.

The Everest reefer provides optimal performance and ensures the safe and efficient delivery of temperature-sensitive cargo. It remains a popular choice because of its lightweight design, exceptional durability and unmatched protection against impact damage and moisture intrusion. And, with a long list of options, the Everest can be designed to meet the needs of any operation. 🍷



The Everest reefer provides optimal performance and ensures the safe and efficient delivery of temperature-sensitive cargo.



MARVIN *Windows and Doors* Go to Market in Style



Marvin Windows and Doors, a fourth-generation family-owned business, takes pride in its high quality windows and doors, and in the truck-trailer units that take them to market. What began as a family company built on a code of honesty and hard work, is now one of the world's premier window and door companies. Marvin is known for its craftsmanship and rich legacy of producing high-quality and innovative products. The company takes on projects that others can't do.

Marvin Windows and Doors consistently works to ensure its American-made products live up to the company's high standards every single day, including how they are shipped and delivered to customers. Its products are made-to-order, so they range in size,

shape and weight, and are fragile. Moving them to an installation site in the same condition as they left Marvin's manufacturing plant is very important, and that's why it has selected Great Dane trailers to move its windows and doors safely and securely. Great Dane's high-quality, customized trailers match the integrity of Marvin's windows and doors.

"We have 300 plus Great Dane trailers in our fleet and we view them as a huge bonus to our business," said Dan Lykken, director of transportation for Marvin Windows and Doors. "We could outsource delivery, but the trailers, which are built to meet our needs, also reinforce our identity and provide value."

Company Profile

Marvin Windows and Doors

Headquarters: Warroad, Minnesota

Number of Locations: 12

Founded: 1912

Routes: 48 states and Canada

Great Dane Equipment: Champion Dry Van



Marvin purchases its trailers with longevity in mind. It runs trailers in its fleet for about 15 years, and then retires them into storage service.

The company also capitalizes on the fact that its trailers are moving billboards by adding logo decals on its Great Dane trailers, which roll out of its factories with distinctive bright yellow gel coat paint on the sides.

Maximizing Interior Space

Marvin purchases Great Dane Champion dry van trailers specially spec'd to transport its windows. "We use the trailer interiors like a big box to securely hold our windows," said Lykken. "Each window is loaded individually – they are rolled in on a cart, and stacked

in a way that supports and secures them inside the trailer. Loading them this way is one of the reasons we spec' Great Dane's fiberglass reinforced plastic (FRP) trailers rather than aluminum, which could bend out of shape."

Great Dane's FRP trailers are versatile and durable, and are designed to maximize interior space.

For additional strength within the trailer, the company also spec's hardwood flooring, a 36-inch glass-reinforced plastic (GRP) fiberglass scuff band for the interior walls, and a 50-inch pre-arched FRP roof that is joint-free using 9-foot-wide plywood by Fiber-Tech.

For more information about Marvin visit www.marvin.com.



Great Dane Alpine Truck Bodies

A new generation of cold and efficient

It is hot. The thermometer on your dashboard might say 92 but the humidity makes it feel like at least 100 degrees outside. As you make your deliveries, you're grateful for the air conditioner in your truck's cab, and even more so for the refrigeration and insulation technology that keeps your products at the right temperature in the back of your truck. With everything else you have to worry about, it's nice to know that the load you're hauling is kept at a safe temperature.

Fleets that deliver temperature-sensitive products, specifically those that must adhere to the new, more demanding food safety regulations, will find that the Great Dane Alpine truck body provides a cost-efficient and reliable solution for a wide sector of applications, including last mile deliveries.

Thermal Efficiency

Alpine customers receive the highest level of thermal efficiency in the industry thanks to the void-free panel foaming technology of the body and strict quality control that goes into every Alpine truck body.

The Alpine incorporates industry-leading refrigerated trailer and truck body technology from Great Dane and Johnson Truck Bodies. The body construction allows for quick replacements of entire walls or roofs with the same durability and thermal consistency in the event of major impact damage.

As opposed to the industry standard 1.375-inch "Z" posts, the Alpine's .040-inch flat aluminum skin sheets, with 1.125-inch extruded aluminum "J" posts on 16-inch centers help increase thermal efficiency without compromising structural integrity. The Apitong furring is strategically placed only where needed, behind the scuffband and logistics racks, which also results in reduced weight and lower heat transfer.

Void-free Insulation

The Alpine's innovative foaming process ensures optimal foam quality and void-free insulation, which equates to maximum thermal performance and consistent insulation thickness. The Alpine can be ordered with the traditional glassboard liners. For maximum thermal efficiency and durability, Great Dane offers the same proprietary liner protection as its refrigerated trailers with PunctureGuard and ThermoGuard. By design, ThermoGuard liners minimize the outgassing and thermal degradation that occurs over the life of insulated bodies and trailers.

Built to Last

Alpine's front exterior has stainless steel radius corners to provide impact and corrosion protection. The heavy-duty sidewall top rail provides structural integrity and prevents damage to the body. The cooling unit frame is made with heavy-duty extruded aluminum to eliminate corrosion. The reinforced extruded aluminum front top corners are easy to repair and seal, and guard against impact damage and water intrusion.

Sidewalls have three solid rivets to secure the sidewall post to the bottom rail, making it the strongest connection available. There is also a 10-inch-high extruded aluminum integral scuffband that extends to the front wall to protect the walls from forklift and cargo damage.

Supporting Cargo

Alpine's durable floor is supported by fir sills, which are stronger and more rot-resistant than pine. The fir sills are anchored by corrosion-resistant sill screws. Additionally, its impact-resistant thermoplastic sub-pan helps protect against moisture and caustic chemical intrusion.

Side door design

The Alpine offers a unique blade lock side door design that applies pressure evenly for a complete seal for the full height of the door to seal in cold temperatures. The low-profile design eliminates protruding hinges and lock rods, protecting side doors from damage. 🚚



The Guardian Reach-in

Answers last-mile delivery demands

The growing demand for last-mile delivery is sending delivery drivers to more homes and businesses than ever before. For safety and sanitation purposes, the various items must be stored at different temperatures and in separate compartments. Throughout his route, the driver gets out of his truck and reaches into the compartments to retrieve the items he needs for each delivery. The driver has numerous deliveries to make each day so in order to meet his customers' demands and to stay safe on busy streets, he needs a truck body that is easily accessible and capable of maintaining multiple temperatures at once.

With the increase in demand for payload capacity and safety in cold chain transport practices, this

driver and other food distributors like him can depend on the Guardian Reach-in for a complete solution to their distribution needs.

The Guardian's reach-in design strikes the perfect balance between light weight and maximum thermal efficiency. It is designed using the latest in fiberglass composite construction which provides great flexibility for transporting food with different temperature requirements.

The FDA's Food Safety Modernization Act will impose more regulations on food distributors to keep track, monitor and review their cold chain management practices. Fleet operators can minimize their transport refrigeration risks by designing the Guardian with

multi-temp zones (deep frozen, medium, and dry freight goods) in a single vehicle under 26,000 gross vehicle weight (GVW). The Guardian's construction and durability allows fleet owners to decrease their total cost of ownership by moving the same truck body to two or more chassis, which reduces the cost associated with replacing the entire unit.

Designed with ergonomics in mind, the low ground to floor height also helps reduce injuries and insurance claims. The Guardian is available with a number of refrigerated systems, including traditional diesel, engine driven, or Johnson All-Electric (AE) Cold Plate systems, which are exempt from CARB/ARB regulations in California. 🇺🇸



Dry Freight Perfection

Sahara Dry Vans offer high quality and flexibility

Retail stores, furniture shops, appliance stores and other businesses that deliver large goods around town or to a customer's home need to know their cargo is secure and their delivery truck is reliable. They also want their truck to be aesthetically pleasing and a good reflection of their brand.

When it comes to purchasing the best dry van for their applications, these businesses have two excellent choices from Great Dane: the Sahara CP composite and Sahara SE aluminum. Both models are perfect for all dry freight applications, including last mile home delivery, business to business, furniture, rental and leasing, and more.

The Sahara truck bodies incorporate the best of Great Dane's proven trailer technology and sturdy construction techniques. They are safe and efficient dry vans that offer the high quality and flexibility that delivery businesses demand.

Built Tough from Top to Bottom

The Sahara is built tough from top to bottom. It has a nose made with a one-piece extruded aluminum top rail and an aluminum bottom rail bolted to steel crossmembers. The sidewalls can be composite panels or pre-painted aluminum skin sheets, both of which provide a clean look.

The Sahara uses Great Dane's innovative tie-down system, sub-floor and bolt-on design, which lowers the bed height and vehicle center of gravity. This unique tie-down system also eliminates the need for U-bolts, which are common in the industry and require more maintenance than the Great Dane tie-down system. This feature can reduce costs in the long run.

The roof system includes 18-gauge, galvanized steel, anti-sag roof bows mounted on 24-inch centers. The Sahara comes standard with an aluminum roof, and an optional translucent roof sheet version is available. It allows more natural light into the cargo area, which can make sorting cargo easier.

The standard floor system is a sturdy fork-truck-loading capable 1-1/8-inch hardwood, and thicker floors are an option. Underneath it all are 3-inch steel crossmembers on 12-inch centers. As an option, customers may choose crossmembers on 8-inch centers in the last 56 inches of the body to support even more weight. The Sahara can be outfitted with all major lift gate designs for maximum productivity.

The Great Dane EnduroGuard rear frame is renowned for its structural performance. Pallet deflectors are standard on roll-up doors.

The LED lights and Grote LongLife sealed harness with a 10-year warranty provide lighting to make nighttime deliveries to businesses or homes safer.

Of course, a variety of options and configurations are available, including body lengths from 16 to 26 feet and widths of 96 inches and 102 inches.

For more information, please contact the Great Dane Truck Body team at 1-800-922-8360 extension #2 for Sales. 📞

Enhanced Lighting Inside and Out

Late nights, early mornings and dreary conditions can create hazardous environments for loading and unloading trailers. Even in bright sunlight, the interior of a trailer can be dim and difficult to navigate. Without proper lighting, the risk of injury to a driver increases significantly. Great Dane and Grote understand the vital need for safe lighting solutions. The companies have for years partnered to offer innovative lighting technologies that provide optimal illumination and safer workspaces.

The latest offerings provide enhanced lighting inside and out. Grote exterior perimeter lights, which are also called radius lights, feature the latest LED technology to create a safe and productive workplace. This is further enhanced by Grote's proprietary flood light pattern designed specifically for the trailer's rear and side doors.

The perimeter lights are made with TIR lens optics to maximize the efficiency of the LEDs and ensure every lumen possible is projected in the workspace in and around the trailer. The light is also IP69K compliant, which means it is rated to withstand high-pressure water spray. A rugged aluminum die cast housing protects the light from physical abuse.

The Grote motion sensor dome lights have a passive infrared (PIR) sensor that shuts off the light to save energy when no one is working around it, and then automatically turns on when movement is detected. Depending on how the lights are installed, this sensor can eliminate the need for a flip switch to activate the lights. It also creates a safer workspace that provides light as needed immediately when someone enters the area. Multiple motion dome lamp systems can be integrated together so that all the dome lights in the trailer communicate with each other and operate in unison when any of the lights in the system detect movement.

To maximize lamp longevity, the circuit boards are encapsulated within the dome lights, and include automatic thermal protection, so the lights will help create a safe work environment for years to come. 🚛





Great Dane

LET'S GET IT DONE RIGHT

You invested in the best for a reason. When it's time for a diagnosis or repair, rely on those who know your trailers best to keep your fleet on the road—and making you money. Our nationwide network of authorized service centers, staffed with trained technicians using our unique diagnostic capabilities, will get it done right and on time. And we back it all up with a factory-direct connection for the genuine parts you need. Great Dane Genuine Parts and Authorized Service...where you need it, when you need it. **Let's go.**



There's no substitute for genuine.
GreatDaneTrailers.com/genuine

