



Craig Clawson <cclawson@magictilt.com>

Stoltz bow assembly upgrade

5 messages

Christopher Welch <chriswelch@magictilt.com> Mon, Jan 11, 2016 at 8:02 PM

To: Aaron Ludgatis <aludgatis@magictilt.com>, Brooks Moore <bmoore@magictilt.com>, Bob Lyons <blyons@magictilt.com>, Bobby Kruebbe <bkruebbe@magictilt.com>, Robert Covert <rcovert@magictilt.com>, "sellerbe@magictilt.com" <sellerbe@magictilt.com>, Tony D'ippolito <tdippolito@magictilt.com>, Craig Clawson <cclawson@magictilt.com>, Graham Grainger <ggrainger@magictilt.com>, Chad Welch <cwelch@magictilt.com>, Carrie Smith <csmith@magictilt.com>

As you may recall from the sales meeting, we discussed the possibility of upgrading the CA bow stop assembly to the Stoltz roller.

After reviewing some samples and the overall pricing, Graham and I set the following plan.

This will go into effect shortly... 1-2 weeks.

All CA trailers, welded or adjustable, will come standard with Stoltz bow rollers.

This change will not apply to other welded trailers, just the CA line.

This change will not apply to keel rollers or keel pads. That cost would be very steep.

We reviewed some less costly Stoltz bow roller assemblies to apply to 3" bow stop requirements.

Unfortunately, we didn't like any of them. They would have been more cost friendly, but just didn't have the visual impact that you get from the larger Stoltz end cap bells, as in the standard assembly for the 4" bow stop.

Therefore, we are using a hybrid assembly for our 3" needs (using a 3" bow stop,

but keeping the end bells used with the 4" bow stop)

So...all CA trailers will have the Stoltz RP-434 end cap bell, with a 3" or 4" Stoltz bow stop as required per trailer.

The projected total cost hit will be \$22,430 to cover the change on approximately 2,804 CA trailers.

We could have cut that cost by about \$5K by using the 1st (far left) setup in the photo, but we didn't like the fact it was smaller than the current C H Yates assembly. As you can see by the one that we did choose (3rd, far right), there will be no question this is an upgraded standard product.

Hopefully this will have a great impact as another quality upgrade to standard product.

You will see this change in the field no later than Feb 1, and likely a bit sooner than that.

Questions or comments?

Chris

Sent from Mail for Windows 10