



## MEDIUM DUTY MODULE QUESTIONS

1. **True or False: Dorman now offers over 7,000 unique cross over parts which service between light and medium duty populations?**
  - a. True
  - b. False
  
2. **The medium duty segment represents a subset of vehicles that falls between passenger light duty trucks and “big rig” tractor trailers, which includes (select all that apply):**
  - a. Class 4
  - b. Class 5
  - c. Class 6
  - d. None of the above
  
3. **Dorman now offers coverage for a variety of the most in-demand medium duty replacements parts ideal for which of the following (select all that apply):**
  - a. School Buses
  - b. Flatbed trucks
  - c. Municipal Fleets
  - d. All of the above
  
4. **Dorman offers hundreds of new SKUs for the following two most popular medium duty truck applications:**
  - a. International 4000
  - b. Ford F-450
  - c. Freightliner M2
  - d. Hino Dutro
  
5. **True or False: Dorman’s lineup includes a wide variety of replacement parts for under hood and chassis only:**
  - a. True
  - b. False
  
6. **Dorman’s medium duty program includes a wide variety of replacement parts, including, but not limited to which of the following:**
  - a. EGR Coolers
  - b. Headlight Assemblies
  - c. Oil Pans
  - d. Wheel Cylinders
  - e. All of the above



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7. **The International 4000 and Freightliner M2 replacement parts alone, represent an over \_\_\_\_\_ dollar market opportunity, while the medium duty segment represents an over \_\_\_\_\_ dollar market:**
  - a. \$50 million and \$2 billion, respectively
  - b. \$30 million and \$4.2 billion, respectively
  - c. \$10 billion and \$30 million, respectively
  - d. None of the above
  
8. **True or False: Historically sales for the medium duty market have been dominated by the OE Dealer:**
  - a. True
  - b. False
  
9. **The OE still controls what percentage of the medium duty opportunity:**
  - a. 10%
  - b. 27%
  - c. 45%
  - d. 52%
  
10. **Dorman's medium duty program offers which of the following benefits (select all that apply):**
  - a. Competitively priced alternative on high-failure prone parts
  - b. Parts sourced from specialty shops
  - c. New SKUs added every month
  - d. None of the above