



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:
- \$50 million and \$2 billion, respectively
 - \$30 million and \$4.2 billion, respectively
 - \$10 billion and \$30 million, respectively
 - None of the above
8. True or False: Historically sales for the medium duty market have been dominated by the OE Dealer:
- True
 - False
9. The OE still controls what percentage of the medium duty opportunity:
- 10%
 - 27%
 - 45%
 - 52%
10. Dorman's medium duty program offers which of the following benefits (select all that apply):
- Competitively priced alternative on high-failure prone parts
 - Parts sourced from specialty shops
 - New SKUs added every month
 - None of the above