

Questions to Ask Walk-In Van Buyers

After you know the length of the truck the buyer needs, the GVWR requirements, the engine, transmission, and other chassis component information, you'll want to ask some basic questions about the design of the van body.

- 1** *What type of rear doors do you need?*
- 2** *Do you need a bulkhead/partition between the cab and cargo area?*
- 3** *Would you like enhanced seating with lumbar support, arm rests, or premium seat covering?*
- 4** *Do you need seating for a passenger?*
- 5** *What kind of optional cab equipment do you need? The buyer may need things like a cup holder, dash fan, dash worktable, printer stand, document holders, interior or exterior grab handles, 12V power point, fire extinguisher, first aid kit, Radio, Back Up camera, triangle reflector or flare kit, sound deadening packages, etc.*
- 6** *Do you need air conditioning in the cab?*
- 7** *Is additional cab or cargo lighting required? One in cab is standard.*
- 8** *Do you need cab or cargo vents?*
- 9** *What kind of paint and decal work will finish the truck? Bumper and wheel colors? Leave wheels factory color? Painting the body white is standard.*
- 10** *Will you be backing up to a dock? What type of rear bumper? Would a lift gate help with your application?*
- 11** *Are there any critical dimensions need like specific lengths to carry certain products and how much payload do you need?*