



www.nationaltrailerparts.com

IN THIS ISSUE

Torq-N-Go	2
B & W Hitch Installation Helper	2
Nev-R-Adjust	3
Safety Chain	3
Tekonsha Brake Controls	4
Extended Coupler	5
Tow & Stow Draw Bar	5
Uptite Cargo Securement	6
Fulton Coupler Hinge Kits	6
Hoppy LED Breakaway Switch	6
Trailer Connector Adapter	7
Rack-Em Adjustable Ladder Rack	7
Fulton F2 Jack	7

STOCKING DEALERS WANTED

If your company works in the transportation, agricultural, or recreational markets - we would like to talk to you.

If you are interested in better utilizing your parts and/or service departments - we may have some common goals.

If you want to enhance your business and improve bottom line - we can help.

Call Mike Heschel today to see if there are any opportunities in your area to become a stocking dealer. **306-773-4484**

CATALOGUES

What shape is your catalogue in?

Is your catalogue worn and tattered? Have you run out of room for notes and doodling? Is it time for a new one?

If you require a new catalogue - or would like access to our online catalogue - contact your sales rep or email us at mike@trailerparts.ca.

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THE UPSIDE OF DOWN

The trailer industry is seldom dull, that is to be certain. Our currency has been bouncing up and down nearly daily. The stock markets seem to be anticipating an economic recovery in the US and Canada. Many, but not all, economists are saying the worst is over for the North American economy. We think and certainly hope they are right.

During this recession the downturn in our industry has been extensive. We are hearing reports, particularly in the US, of some large trailer manufacturers being in financial trouble or in bankruptcy protection. It has been tough out there; you all know that.

But you know what? You are still there answering your phones and mining the market for business. We appreciate that business very much.

Where are we all now, as we prepare for economic recovery? It seems to us that economic misfortune sometimes produces sustainable results. We suspect you have trimmed costs, thought of new product offerings, worked at making existing customer relationships stronger. All these efforts will pay off going forward.

In addition, somewhat sad but true, you may have fewer and weaker competitors. Bad for them but good for you!

Going forward, we see agriculture strong for the most part. We see the resource sector with much opportunity. We see the oil side of energy strong with the natural gas side recovering over a longer period. We see residential and commercial construction having bottomed and offering modest recovery opportunity. We see loads of infrastructure spending, especially roads, bridges and institutional buildings.

Our sales team at National Trailer Parts is able and enthusiastic about working with you on these new opportunities.

We aren't predicting a return to boom times any time soon! But we do think there is business to be done for those who have kept their gunpowder dry and tamped.

Keith Brown
General Manager

National Trailer Parts Warehouse

 **NATIONAL
TRAILER PARTS**



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NOT ALL WHEEL NUTS ARE CREATED EQUAL.

Standard Wheel Nuts

THE PROBLEM:

When using standard wheel nuts, 90% of all torque applied is used up in overcoming the friction generated between the nut, stud, and wheel during installation.

THE RESULT:

Only 10% of the torque applied actually provides clamp load between the hub and wheel.

- **More Clamp Load**

The results are amazing. Torq-N-Go™ wheel nuts generate a dramatic increase in clamp load over standard wheel nuts (both Torq-N-Go™ and standard wheel nuts torqued to 120 Ft-Lbs.).

- **Increased Design Margin**

The additional clamp load provides increased design margin that can accommodate “settling” of up to .010” and still have greater clamp load than a standard nut that has yet to see its first mile.

- **Easy Installation**

Installation requires no special tools. Available for ½” studs in capped and uncapped versions.

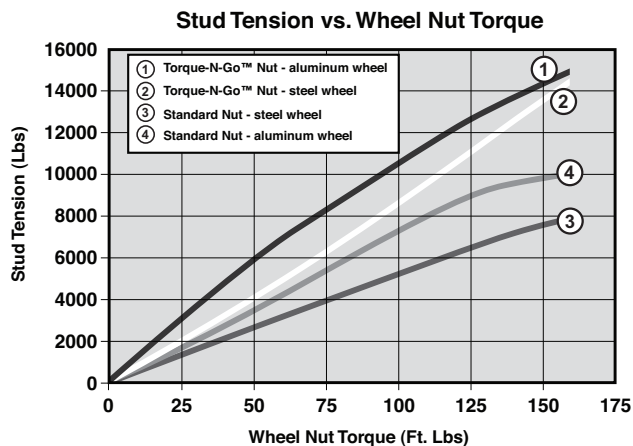
TORQ-N-GO™ Wheel Nuts

THE SOLUTION: The Torq-N-Go™ two piece wheel nut significantly reduces friction between the wheel and nut by keeping the cone stationary in the wheel, while allowing the nut to spin easily against a controlled surface.



THE BENEFIT: More of the torque goes to providing clamp load rather than being wasted on friction.

DEXTER ENGINEERING TEST RESULTS



TURN YOUR GOOSENECK HITCH INSTALLATION INTO A ONE-MAN JOB!

- No need to have an overhead hoist to hold the center piece.
- Hitch Helper pays for itself by saving time & money!

Part No.	Ref. No.	Description
GNXA8030	314710	B&W HITCH INSTALLATION HELPER



ADD-ON OPTIONS FOR NEW AXLES

PROPER BRAKE ADJUSTMENT WITH EVERY MILE

- REDUCES STOPPING DISTANCE**

When unexpected road hazards suddenly present themselves, every second counts. Dexter Axle's Nev-R-Adjust™ brakes have been extensively tested and proven to reduce stopping distances up to 50% versus similar under adjusted brakes.

- ELIMINATES ADJUSTMENTS**

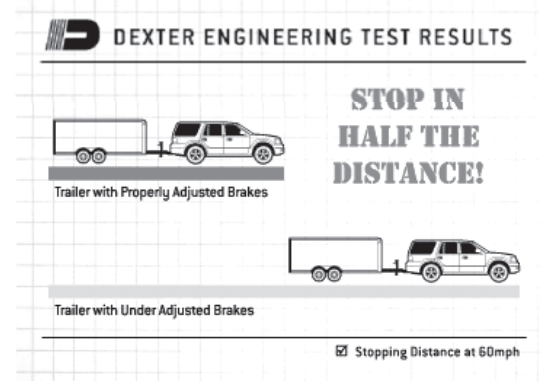
The design of Nev-R-Adjust™ brakes utilizes an innovative forward self-adjusting feature. During forward travel, the brakes automatically adjust to deliver optimum performance and braking power.

- SAVES TIME & MONEY**

Nev-R-Adjust™ brakes offer a convenient solution that saves trailer owners the time and expense of manual brake adjustments. In addition, because proper adjustment leads to better trailer brake efficiency, wear on the tow vehicle brakes is greatly diminished.

- RETROFITS TO EXISTING AXLES**

Nev-R-Adjust™ easily retrofits to axles using the existing brake flange position. Now available as a replacement or upgrade to 12" x 2" electric brakes on 6000 lb. Dexter Axles. Backed by a two-year limited warranty from one of the most respected names in the industry.



Part No.	Ref. No.	Description
ADD-60R-NEVRADJ	018473	ADDON (PER AXLE) 6K REG DUTY W/ NEV-R-ADJUST ELEC BRK
ADD-6K-NEVRADJ	020146	ADDON (PER AXLE) 6K W/ NEV-R-ADJUST ELEC BRK
ADD-7K-NEVRADJ	022731	ADDON (PER AXLE) 7K W/ NEV-R-ADJUST ELEC BRK
ADD-11TF-NEVRADJ	060151	ADDON (PER AXLE) 11TF W/ NEV-R-ADJUST ELEC BRK
ADD-12TF-NEVRADJ	063276	ADDON (PER AXLE) 12TF W/ NEV-R-ADJUST ELEC BRK
23-458	183100	NEV-R-ADJUST BRAKE ASSEMBLY LEFT HAND 6K/PAIR
23-459	183150	NEV-R-ADJUST BRAKE ASSEMBLY RIGHT HAND 6K/PAIR
23-464	184625	NEV-R-ADJUST BRAKE ASSEMBLY LEFT HAND 7K/PAIR
23-465	184650	NEV-R-ADJUST BRAKE ASSEMBLY RIGHT HAND 7K/PAIR
K71-673	205960	SHOE/LINING, 12 X 2 ELEC 6K DEXTER NEV-R-ADJUST LEFT HAND
K71-674	205965	SHOE/LINING, 12 X 2 ELEC 6K DEXTER NEV-R-ADJUST RIGHT HAND
K71-675	206705	SHOE/LINING, 12 X 2 ELEC 7K DEXTER NEV-R-ADJUST LEFT HAND
K71-676	206710	SHOE/LINING, 12 X 2 ELEC 7K DEXTER NEV-R-ADJUST RIGHT HAND

SAFETY CHAIN

This new chain with S-hook & latch meets the DOT requirement for Safety Chain to have a hook w/latch.



Part No.	Ref. No.	Description
SC1448SL	393620	1/4" X 48" SAFETY CHAIN W/ WIRE LATCH
SC1427SL	393640	1/4" X 30" SAFETY CHAIN W/ WIRE LATCH

PRIMUS IQ BRAKE CONTROL



A totally proportional electric trailer brake control, the new Primus™ IQ is self-leveling so no level adjustment is necessary. Utilizing the primary sensor technology from Prodigy®, the Primus™ IQ now includes the “Boost” feature that gives users the ability to apply more initial trailer braking when towing heavier trailers. It works proportionally in reverse for backing into tough spots and includes a snap-in dash mounting clip and removable electrical connector that allows the unit to be quickly stored when not in use.

You will appreciate the digital readout depicting a secure electrical connection, amount of voltage delivery to the trailer brakes and diagnostic features incorporated in the LED display. For 2, 4 or 6 brake trailers. Limited lifetime warranty.



Part No.	Ref. No.	Description
90160	416632	PRIMUS IQ BRAKE CONTROL, 1-3 AXLES

PRODIGY RF BRAKE CONTROL



A revolutionary approach to trailer braking, the Prodigy® RF is a trailer mounted power module that includes a remote hand held unit with easy to see LED multi-functioning display that shows proper connection, brake voltage, power output and more. The wireless communication between the hand unit and power module eliminates the need for under dash wiring ... no drilling, brackets or clips required! Just plug the remote hand held unit into any standard 12-volt power accessory adaptor.

The Trailer Power Module is watertight and powered from the tow vehicle through the attached 8' 7-way RV blade-style vehicle connector. Perfect for shared trailers...rental, fleet or when multiple tow vehicles are used.

Features true proportional trailer braking, forward or reverse. Utilizing the primary sensor technology from Prodigy®, the Prodigy® RF includes the “Boost” feature that gives users the ability to apply more initial trailer braking when towing heavier trailers. No level adjustment is necessary; it adjusts to varying terrain as you drive. Suitable for use on any trailer with up to 6 electric brakes (1-3 axles). Patents pending. Covered by multiple warranties...Trailer Power Module 15 years, Hand Held Unit 5 years, 7-way vehicle connectors 1 year.



Part No.	Ref. No.	Description
90250	416650	PRODIGY RF BRAKE CONTROL, 1-3 AXLES
90251	416655	HAND-HELD MODULE FOR PRODIGY RF BRAKE CONTROL



INTRODUCES . . .

EXTEND-A-GOOSE EXTENDED COUPLER!

YOUR SOLUTION TO SHORT-BED CLEARANCE ISSUES!

- NINE Extra Inches Turning Clearance
- Easier Hook Ups - more clearance at the Tailgate & Trailer
- Heavy Wall Tube with Internal Gussets provide Maximum Strength
- Rated to 24K GTW & 6K VTW
- Fits all Standard 4" I.D. Round Trailer Tubes
- Sleek OEM Appearance
- Easily Locked Padlock Coupler for Added Security
- Easy Connect Coupler



Part No.	Ref. No.	Description
TEXA4200	314702	EXTEND-A-GOOSE COUPLER 9", 24K GTW



TOW & STOW™ DRAW BAR

ANOTHER GREAT ACCESSORY FOR THE TOW & STOW RECEIVER HITCH!

The draw bar attachment works with ANY TOW & STOW Ball Mount, redefining the meaning of VERSATILITY!

Easy to use, simply stow the receiver hitch under the vehicle, out of the way, place the draw bar in position, insert the two stainless steel pins and you're ready to tow just about any trailer.

UP TO 4 HITCHES IN 1!

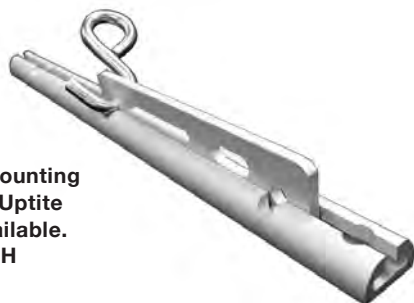
Part No.	Ref. No.	Description
TS35100B	319670	DRAW BAR FOR B&W TOW & STOW HITCH



UPTITE CARGO SECUREMENT

Fabricated from 6061-T6 aluminum extrusions for maximum strength, Up-Tite provides flexibility, strength (1000 lbs), and simplicity.

With a clean anodized finish for corrosion-resistant protection, Up-Tite can be mounted wherever tie-downs are needed. Cargo is secured by moving the slide and locking it in place with a universal hook. One year warranty against product defects.



The Truck Bed Mounting Kit for two 95" Uptite Rails is also available. Part#: UTMH



Securement Hook for Uptite Rail Slides Part #: UTHS05



Part No.	Ref. No.	Description
RUT95C	404671	UPTITE CARGO SECURING ALUM. RAIL 95" LONG
UTHS05	404672	SECUREMENT HOOK FOR UPTITE RAIL SLIDES
UTHS03	404673	LARGE SLIDE ANCHOR FOR USE WITH UPTITE RAIL
UTMH	404674	MOUNTING KIT FOR 2 95" UPTITE RAILS
UTHS01	404675	SMALL SLIDE ANCHOR FOR USE WITH UPTITE RAIL

BOLT-ON FOLD AWAY COUPLER HINGE KITS

FULTON®

These Fulton Fold-Away Hinge Kits:

- Enable up to 36" of the trailer tongue to fold away, letting a boat trailer fit inside most smaller garages
- Install easily on an existing 3" x 3" or 2" x 4" trailer tongue
- Provide a professional look with a design that hides manually cut surfaces
- Includes step-by-step instructions
- All mounting hardware is included



Part No.	Ref. No.	Description
HDPB33	266710	FULTON BOLT-ON FOLD AWAY COUPLER HINGE KIT 3" X 3" 3.5K
HDPB34	266720	FULTON BOLT-ON FOLD AWAY COUPLER HINGE KIT 3" X 4" 6K

LED BREAKAWAY SWITCH

When pin is pulled, the LED light indicates 12 volt power is being transferred to the trailer brakes. Weatherproof design.



Part No.	Ref. No.	Description
20059	419700	LED BREAKAWAY SWITCH, 7" WIRES
20051	419710	REPLACEMENT PIN & CABLE FOR 20059 BREAKAWAY SWITCH

TRAILER CONNECTOR ADAPTER

Hoppy's Trailer Connector Adaptor allows you to properly hook a trailer that has the popular 7 Pole RV Plug to your tow vehicle that has the 6 pole Vehicle End Connector.



Part No.	Ref. No.	Description
ADP627RV		TAP 6-WAY ROUND TO 7-RV BLADE

RACK-EM ADJUSTABLE LADDER RACK

- No need to stock 6 different sizes of ladder racks and take up all that space, only to find out you don't have the right size. Carry one product, the "Fitz-All" Ladder Rack, fits trailers from 4ft to 8-1/2ft wide.
- Heavy duty extruded aluminum construction
- Fully adjustable, fits all trailer brands and sizes with the exclusive male/female slide design.
- Rust free stainless steel hardware is included.
- Extra strength, 4 screws per side mount
- Quick, easy assembly in less than 5 minutes
- Optional ladder stops are available.
- Courier shippable.



Part No.	Ref. No.	Description
RA-28	350802	RACK EM FITZ-ALL ALUM LADDER RACK 2 ADJUSTABLE RACKS



FULTON F2 JACK

These Fulton F2 Jack features:

- Aluminum inner & outer tubes with anodized finish
- Adjustable mount, bolt-on bracket that fits 3" x 3" and 3" x 4" trailer tongues
- Large 3" wide wheel
- 1,600 lb. capacity
- Limited Lifetime Warranty

Part No.	Ref. No.	Description
141304	267283	FULTON F2 WIDE TRACK 1.6K SWIVEL JACK ADJ MOUNT

FULTON®



COST VERSUS QUALITY - STRIKING THE BALANCE

These days, more than ever, people are becoming extremely cost conscience. At the start of our shopping endeavors, we all think we want the best price; what we are really looking for is best value.

There will always be a small group of customers that are interested only in the price of a product, most consumers want a combination of cost and quality – they want to be sure they are getting value for their dollar. Almost no-one enjoys having to fix things soon after they have purchased them, very few are happy when they find that there are no warranties or no repair parts available.

Things are competitive – new suppliers are popping up every day, and usually disappearing very soon after. Many of the “deals” are tempting – almost all are “limited time only”. So what are some of the things to consider when we try to trim some costs off of a product?

Here are the questions we ask ourselves when considering “value priced” items:

1. What is the quality like?
2. How reliable is the supplier or manufacturer? Will they be around next year? Next week?
3. What will the consistency of the product be – is it the same manufacturer every time?
4. What are their return and warranty policies?
5. Who do we talk to if something goes wrong? Will they even speak our language?
6. Will our customer be protected in the event of a failure?
7. Is there testing reports available for the product? Do they even do any testing?
8. What are the risks involved?
9. How much are we really saving our customer?

One thing we have learned over the years is that selling quality is like selling peace of mind. The brand name products we sell and the vendors we have dealt with for so many years offer a value to us and our customers that make it very difficult for the “value priced” products and vendors to impress us. What they initially pitch as “huge savings” is usually diminished when we ask the hard questions like “How will our customers be warranted, protected, serviced?”

Canadian Manufacturers are known worldwide for one thing in particular – the quality of their product. There will always be someone, somewhere that is willing to do something cheaper – but can they do it better?

Mike Heschel
Manager – Sales & Marketing

CONTACT US



We always look forward to your feedback, or would just like hearing from you.

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THE NATIONAL DIFFERENCE

PEOPLE

It is always nice to put a face to the voices that we hear day after day. We wish that each of us could get out to see each of you, but its just not going to happen; this year, anyway.



Bob Donnelly

Bob joined National Trailer Parts 6 years ago as a material handler. Shortly thereafter, Bob became the Lead Material Handler, and recently has taken on the role of Warehouse Foreman.

Bob had extensive warehouse and delivery experience before he came to National Trailer Parts, the knowledge and experience he has brought forth has made serving our customers much more efficient.

An avid hockey and baseball fan, Bob is always ready with a quip about the Broncos or the Indians, and if we can get him out of his office on time - he can be seen cheering on his favorite local teams.

Bob is always on the go, never satisfied until every order is properly picked, packed and shipped.

STOCKING DEALERS WANTED

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