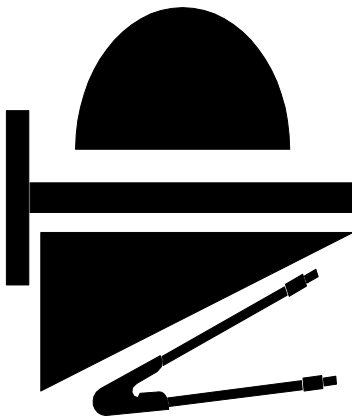
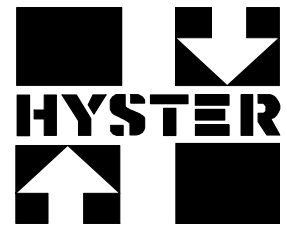




Glossary of Terms

- **General and Mechanical Terminology**
- **Electrical & Control System Terminology**

The definitions found on the following pages are intended to simplify some of the technical terminology that is used throughout the Product Marketing Guide. Understanding the truck's many features and control systems is key for successful selling.

Gaining the customer's confidence is a challenge for the salesperson. Understanding the designs and features that make our product is critical for successful selling. A salesperson with the knowledge and capability to have a technical discussion, is a confidence builder for the customer. Product knowledge cannot be substituted.