



An EFCO Company

SWAPLOADER[®]

"Hooked on Quality"

U.S.A. LTD.

GETTING STARTED WITH SWAPLOADER - KEY QUESTIONS TO ASK...

Discussing these basic questions will put you on the "Road to Success" by enabling you to suggest the right SwapLoader hook lift hoist model, truck chassis and bodies to fit your customer's specific needs. You must be seen as the Advisor or Consultant by your customer.

1 KNOW YOUR CUSTOMER... What business is your customer in? What does he want to accomplish?

- Knowing your customer and his needs is important for you to start narrowing down the right hoist, chassis and bodies to fit his job requirements.

2 BODY OPTIONS... What style and size of bodies will he want to work with?

- Knowing this will help determine which hook lift hoist model will be the best fit for the body style and lengths your customer is planning to use.
- Utilize the "Pairing Hoist & Chassis Chart" found in this manual or on our Website/Distributor Tools section for details on choosing optimum body lengths and capacities.

3 HOIST CAPACITY... What is the Hook Lift Hoist Capacity needed to get the job done?

- Knowing this helps you determine which hook lift hoist meets and/or exceeds your worst case scenario for lifting and dumping requirements.
- Utilize the "Cubic Yardage & Weights Chart" found in this manual or on our Website/Distributor Tools section to determine hoist capacity.

4 GVWR... What is the GVWR of your chassis?

- Knowing this will help you to match your hook lift hoist to the proper chassis or vice versa. Utilize the "Pairing Hoist & Chassis Chart" found in this manual or on our Website/Distributor Tools section for more details.

5 TRUCK SPECS... What is the GVWR, cab to axle or cab to trunion of your truck chassis?

- Knowing the basic truck specs will help in selecting the right hook lift hoist and chassis for your customer.
- Ideally you would start with the hook lift hoist, best suited, for your customer and then build the appropriate hooklift equipped truck.
- However, if the customer already has a chassis, you need to know what those truck spec so you can suggest the right hoist to fit the chassis and bodies he wants to utilize.
- Utilize the "Pairing Hoist & Chassis Chart" found in this manual or on our Website/Distributor Tools section for more details.

6 TRANSMISSION... What is the Transmission (manual or automatic)?

- Knowing the type of transmission will help determine which hydraulic pump (rotation) to order.
- Manual transmissions typically require a L.H. (left-hand) rotation pump.
- Automatic transmissions typically require a R.H. (right-hand) rotation pump.
- Hydraulic pumps (rotation specific) may be ordered with the hoist or sourced locally to meet SwapLoader's recommended pump specifications.